

Vol. 60

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No. 4

THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

JANUARY 25, 1919

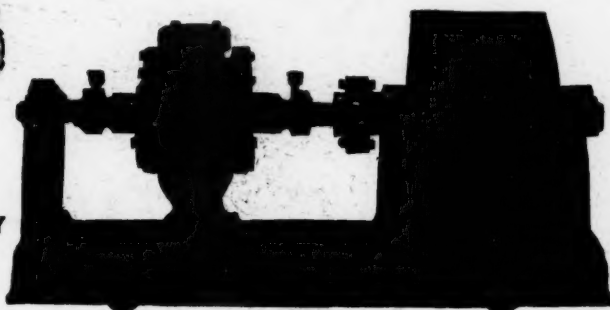
Entered as second-class matter, May 12, 1891, at the postoffice at New York, N. Y., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00

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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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Entered as second-class matter at the postoffice at New York, N. Y., under the act of March, 1879.

Vol. 60

New York and Chicago, January 25, 1919

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Meat Packers Heard on Proposed Legislation

Hearings on the two measures now before Congress providing for the regulation of the meat packing industry were continued at Washington this week, before the Senate and House Committees, the former considering the Kendrick bill and the latter the Sims bill.

It was the first time that meat packers have been given an opportunity to be heard since this Federal Trade Commission campaign against them was begun. Heretofore the Heney style of ex parte statement was all that has been brought out.

This week both J. Ogden Armour and Louis F. Swift appeared and made a complete and exhaustive presentation of the case of the large packers, as illustrated by their companies. In addition, a number of so-called independent packers went to Washington and demanded to be heard. They were on the stand early in the week, and in every case they refuted the charges of collusion and combination in restraint of trade, either applied to the livestock industry or to the small packers.

Every one of these independent packers declared himself opposed to government ownership or operation of stockyards or refrigerator cars, and most of them opposed any form of government license as indicated by these bills. They insisted that such legislation would not only damage the meat industry, but that it would hurt both the producer of livestock and the consumer of meat products.

Statements of Various Meat Packers.

George A. Hormel, president of Geo. A. Hormel & Co., Austin, Minn., declared himself absolutely against the Sims bill. He told how his business had grown from small beginnings in 1892 to its present great size, without hindrance in any way from the big packers. He was bitterly opposed to the licensing provision of the bill, which he declared would hurt the farmer more than the packer. He said the packers did not control the livestock markets, and as to car lines, it was better for everybody to have the packer own and operate them, if he desired to do so. He was never squeezed by the big packers, he said, and he never knew a packer who was. He would not care to stay in the business if this bill became a law.

James S. Agar, president of the John Agar Company, Chicago, related his long and intimate connection with the industry and explained most clearly the relations of livestock producer and packer. He opposed the Sims bill as unjustified, and said it would lead to all kinds of trouble for the producer as well

as for the packer. He said there was nothing hidden about the packing business, and he protested against the kind of publicity given it by the newspapers. Cross-examined as to the 17½ cent hog price agreement, he related the facts as to conferences of producers and packers with the Food Administration, and explained why the price arrangement was necessary, and the harm that would have been done by its abrogation. He declared the government was "in honor bound" to maintain this agreement until the present crop of hogs had been marketed.

Frank J. Sullivan, president of the Sullivan Packing Company, of Detroit, Mich., opposed the Sims bill and objected to the license feature. He also believed that stockyards were better under private control, and cited the badly-operated Detroit yards, run by the railroads, as an example. He cited the experience of his own company as proof of the necessity of packers' ownership of means of refrigerated transportation. He knew of no discrimination by big packers against their smaller competitors, and gave illustrations of how big packers had helped him in his business instead of hindering him.

Ira N. Katz, of the Katz Packing Company, South St. Paul, Minn., announced himself as a type of small packer who had built his business up from very humble beginnings, and who could have been crushed out easily had any packer desired it. He detailed the manner in which he had made his way against big packer competition at St. Paul, and told of other small packers like himself who had had similar experience. He also detailed the freedom of livestock markets there, and commented upon the fact that Mr. Heney dismissed him from the Federal Trade Commission hearings because he had nothing to tell against the big packers.

Could Compete Easily With Big Packers.

James Craig, Jr., president of Parker, Webb & Co., of Detroit, Mich., was strongly opposed to the government going into the packing business, or any other commercial business. His company could buy as cheaply and sell as well as the big packers, and he had never been hampered by them. In fact, their size was a benefit to the consumer instead of a handicap, because of economy of operation. He favored private ownership of refrigerator cars for the same reason. The big packers were not hurting the independents, "not one particle," said he.

Ralph W. E. Decker, of Jacob E. Decker & Sons, Mason City, Iowa, was opposed to the Sims bill, or to any such legislation. He

deplored the continued agitation against the meat industry, and said it did the producer and the consumer both harm. "I can't see where the big packers have ever done the small packers any harm," he said, quoting from the experience of his own company as illustration.

Samuel T. Nash, president of the Cleveland Provision Company, Cleveland, O., whose concern had been in operation for fifty years, declared that the big packers had never done him any damage. He was easily able to make his own way, and was not a bit afraid of them. He opposed the Sims bill in all its features, and told why. The public would not be as well served if either yards, refrigerator cars or any other feature was taken over by the government. He presented a strong argument as to the benefits of private car operation.

Fred Beggs, an individual packer of Jacksonville, Ill., testified that his business had felt no ill effects from big packer competition; in fact, he had benefited by it.

Various stockyards officials from St. Paul, Kansas City, Cincinnati, etc., also testified as to the open competition at their yards and the untruth of Trade Commission charges concerning them.

Taliaferro Warms Up Senate Hearing.

Before the Senate Committee on Agriculture a prominent witness on Monday was T. W. Taliaferro, vice-president of Hammond, Standish & Company, Detroit, Mich. He gave the history of the growth of his company and declared that they had always found all the competition they wanted and had seen no evidence of combinations in the packing industry. As to monopoly of the market, he said that 66 per cent of the beef slaughtered at Detroit had been killed by local slaughterers, without even government inspection.

He presented evidence of faulty management of stockyards by the railroads, as contrasted with private management, and said that wherever any of these instrumentalities were operated under packer management there was more efficiency and economy, and it was better for everybody. Senator Norris tried to make a sensation out of the "dead hog" question in his cross-examination of Mr. Taliaferro, but did not succeed.

Mr. Taliaferro entered an emphatic protest against the methods of the Federal Trade Commission in writing to his wife and others concerning his ownership of stock in his company; he said it did him great damage and he thought it dirty business.

Mr. Taliaferro said that the Kendrick bill, upon which the Committee was holding these

hearings, meant ultimate government ownership, and nothing else. "If the government wants our business," said he, "let it take it now, while it is alive and progressive, and has an efficient organization, and pay us a fair value for it, and not handicap, disorganize and rupture it, and then take it a wreck of its former self. I know what trying to operate under government license would mean, and I want none of it. My business is legitimate and necessary for the country, and I want to run it my own way, like every other free American citizen operates his business."

Tried to Insinuate Against Hoover.

Under cross examination Mr. Taliaferro was asked about Food Administration regulation, and told of the agreement with producers and packers as to the minimum hog price, among other things. He said that if packers were not protected, and raisers as well, on this price, there would be tremendous losses, and many packers would be seriously crippled.

A reference he made to salty meat which England had on hand was taken up by certain Senators, who endeavored to make political capital out of it, and to force the witness to say that the government was trying to help the packers unload it on Europe, with the aid of the proposed \$100,000,000 appropriation. Mr. Taliaferro told the facts, which were tame enough, but later these Senators went into the Senate and made declarations, widely spread through the daily press, that Mr. Taliaferro had made "startling

revelations" concerning the use of this \$100,000,000 fund.

If space permitted Mr. Taliaferro's testimony, as it appears in the record, might be printed here to show what demagogic use the Senators made of it to suit their political purposes. Their enmity to Mr. Hoover was manifest and their questions concerning him were sinister in their inference. But Mr. Taliaferro told them the facts, as the trade knows the facts, and they could make nothing out of his questioning, although they later did distort his words for the purpose of their attack on the food relief bill.

After Mr. Taliaferro finished, Francis J. Heney was again called to the stand and resumed his "revelations" of the connection of big packers with various subsidiary and related interests, his statements being repetitions of the matter appearing in the Trade Commission's report.

On Tuesday the Senate Committee heard Thomas F. Logan, a Washington newspaperman, who had acted in an advisory capacity for various packing interests. The committee attempted to get Mr. Logan to admit improper lobbying tactics, but the facts as he related them did not appear to have the sinister aspect which was intended.

On Wednesday Messrs. Agar, Craig, Nash, Hormel, Katz and other independent packers appeared before the Senate Committee in opposition to the Kendrick bill, repeating the testimony given before the House Committee, and amplifying their statements on cross-examination.

J. Ogden Armour's Statement to the House Committee

J. Ogden Armour was the first one of the big packers to appear at Washington in the present hearings. He occupied the stand in the House Committee hearing on the Sims bill on Tuesday and Wednesday, and his opening statement was an exhaustive and illuminating review of the whole situation. Space does not permit its reproduction at this time.

Mr. Armour denied that Armour & Company were in any way, directly or indirectly, a party to any combination, conspiracy or any kind of an arrangement that violates either the law or ethics of business. He declared that any statement to the contrary was untrue, and he went into detail to prove his contentions. He said this was the first chance he had been given to answer or explain the charges made, and he was glad to have an opportunity to present the facts to the American people.

He declared that the method of procedure of the Federal Trade Commission had worked very serious injury to the meat industry both in this country and in foreign countries, and he thought it was most unfair and unjust. "One need but read at random any page of the voluminous record of the Commission's investigations, and he will be immediately confronted with the demonstration that evidence of that kind does not justify even a presumption that there had been a violation of the law," said Mr. Armour.

Why Meat Prices Are High.

The second question he discussed in his statement was the matter of high prices of meat. In this connection he said, in

opening: "Bacon today costs you something like 70 cents a pound and you bought it four years ago for 25 or 30. What has caused that increase, is the principal question back of this proposed legislation. I believe that if that question be answered to the satisfaction of the public, there will be no call for such drastic measures as the pending bill provides. I am going to tell you as briefly as I can, just why bacon costs you so much more today than it did before the war.

"In 1915 our company paid for live hogs on the Chicago market an average price of \$7.10 per hundred pounds. In 1916 the average was \$9.60. In 1917 it went to \$15.10 and in 1918 it was \$17.45 per hundred live weight. It is the same and even higher now.

"The increase in the price of the live hog during the four years in question figures 245 per cent.

"But that increase is not the sole reason for high-priced bacon. Hogs dress on the average about 70 per cent. That is 70 per cent is pork and the remainder by-product material. This latter did not increase in value as rapidly as did the live animal and so the meat portion of the animal—that is the 70 per cent—had to carry nearly the whole burden of the increased price of the live animal.

"But even this does not cover all the reasons for increased prices. The cost of labor and clerical help doubled during the period in question and the same holds true for fuel. In fact every item entering into the cost of a pound of bacon greatly increased and augmented that 245 per cent increase caused by the mounting price of the live hog.

"And that, gentlemen, is why bacon today costs something like three times what it did four years ago. What is true of bacon is true of other meat foods. The price of live cattle increased proportionately during the period in question and so did the price of sheep."

Dangers in the Pending Legislation.

The witness saw in the pending bill, proposed by the Federal Trade Commission a move "to dissolve an alleged monopoly and decentralize the meat industry," and (he warned Congress against disturbing present business relations.

"If a monkey wrench is thrown into the gears of this business its effects will not be confined to the meat packing industry," he asserted. "If the ability of the packing industry to properly function is impaired it will affect the livestock industry and it, in turn, will effect corn prices. Wheat will then be drawn in and so will bread and so will labor and so will everything that has for its basis the wealth produced by agriculture.

"The theories on which pending legislation is based are not constructive; they are not progressive. They are reactionary. They would disrupt the great manufacturing and marketing machines which half a century of enterprise has evolved and the results would be detrimental not alone to the leading industry of this nation, but even more so to that portion of the public which produces and which must have its product distributed, and to the entire public, which consumes food and which must have food brought within its reach to eat."

Touching upon the Constitutional question, Mr. Armour said:

"It is perhaps not becoming of me, a merchant and unfamiliar with legal problems, to even allude to the fact that a part of the proposed legislation may violate the Constitution. I may, however, be pardoned for saying that I have been advised by advisory counsel, who is now here for this company, that a part of the proposed legislation is probably unconstitutional."

Weakness of Government Ownership.

Discussing Government ownership, he said: "Ownership by the Government implies red tape and restrictions which cannot help but add to the costs of the service—costs which must eventually be borne either by the producer or the consumer. Government ownership implies, too, the abolition of the private initiative and enterprise which has made it possible to erect efficient stockyards almost over night when occasion justified it.

"The Government, you know, does not make up its mind very quickly on such matters, as is evidenced by the years old controversies over the building of post offices or such comparatively trivial matters as to whether or not cities should have underground mail chutes. It is only because I fear less efficient operation and the consequent serious results that I make these comments, but I am entirely willing and ready to at once relinquish my holdings upon being allowed just compensation therefor."

In reference to a charge by the Federal Trade Commission that an attempt was being made to control the grocery trade, Mr. Armour described the development of by-products of the company's packing plants and

(Continued on page 44.)

Testimony of Louis F. Swift at the Hearing

President L. F. Swift, of Swift & Company, appeared before the House Committee on Thursday in opposition to the Sims bill. Transcript of his testimony was received too late for inclusion in this report.

Mr. Swift denied that the five big packers could control the price of meat on the hoof. He said that 35 per cent. of the beef killed went to the five big packers; that the so-called independents use 35 per cent. of it and the remaining 30 per cent. was killed by the farmers and small men in different communities.

As to the proposed bill, Mr. Swift said that its enactment would cripple the packing industry and add as a consequence to the present cost of foodstuffs. The bill, he asserted, was founded upon a misconception of the industry and the service it renders to the public. "Such legislation is drastic and unprecedented and amounts practically to class legislation," he said.

"After an investigation of over a year," said he, "the Trade Commission is unable to deny that the profits of the packers are so small they could be wiped out without affecting the price of livestock or the price of meat by more than a fraction of a cent a pound. It is difficult to see how this profit could be lower, and there is no business that is conducted on such a narrow margin."

"This profit also fluctuates from week to week and often becomes a loss. During twenty-one weeks of the year ending June 30, 1918, for example, Swift & Co. either made no money at all or suffered an actual loss on its beef operations. If there was a combination it would be worthless if it could not prevent losses and if it would not result in more than a bare minimum living profit."

Public Opinion Influenced by Misstatements.

"The only thing that is wrong with the packing business is the public impression that something is wrong. If that impression, which has been created by misstatements and the inflaming of public prejudices, could be remedied, the need for all this legislation would also be remedied."

As to the 7,000 Swift refrigerator cars which the bill might bring under Government ownership, Mr. Swift said: "We have only 80 per cent. of our requirements for our business, and they are a losing proposition financially at present."

The witness said that he would have no objection to Government purchase of the cars if efficient service could be guaranteed:

Discussing the Federal Trade Commission investigation, the witness said:

"Scraps of paper and certain letters from files were taken to maintain their contention, whereas, if we had had an opportunity to explain or introduce evidence we could have shown to any fair-minded person that there is real competition in the business and that no irregular arrangements exist."

"The livestock producer is inclined to think he is underpaid for his product; the consumer is pretty sure to think his meat is costing too high. The packer, a third element, only expects fair play between the two."

"I can well remember when I paid 4 cents a pound for good live cattle and the cattle man was satisfied. Today we are paying from 14 to 18 cents and nobody is satisfied."

The only outside interest Swift & Co. has,

the witness said, was in a number of small banks that had to be established near the stock yards to help finance the cattlemen.

Mr. Swift explained that there were 25,000 stockholders in Swift & Co., and that the majority of the stock of a capitalization of \$150,000,000 was not owned by his family. In 1918 the firm earned \$21,000,000 or 11.2 per cent. on the capital and surplus. The earnings in 1917 amounted to 22 per cent. in 1918 the profits for each \$10 invested amounted to \$1.76, whereas in previous years it was \$3.98.

"What percentage of your business is not concerned with meat packing?" asked Representative Sweet.

"I cannot make an exact answer to that, but I would say that more than 90 per cent. relates entirely to the packing industry proper," replied Mr. Swift. "Swift & Co. branched out into the buying and distribution of butter, eggs and poultry because refrigeration was necessary and it was found to be a related part of our business. Libby, McNeil & Libby, which was once owned by Swift & Co., became packers of fruits, and we have distributed them for them. That is our only connection with the distribution of anything outside of the packing line."

"Will Government ownership of stockyards benefit the producer?" he was asked.

"It will make no difference to the producer who owns the stock yards, if they are properly and efficiently conducted," replied Mr. Swift.

Representative Livestock Organization Needed

Organization of a central body representative of every branch of the livestock industry of the nation was urged on Monday by Thomas E. Wilson, president of Wilson & Company, in an address before 5,000 Missouri farmers attending Missouri Farmers' Week at Columbia, Mo., where he was the principal speaker.

Mr. Wilson criticised the lack of organization among the livestock raisers of the country and declared it was wrong to permit any group or single organization of livestock raisers to speak for the whole industry. Most of the ills of the livestock producers he ascribed entirely to the lack of a central organization.

The numerous organizations scattered around the country, said Mr. Wilson, while doing considerable good, fall far short of what they should do by not all joining in one central organization. As a result of the absence of such an organization, he said, the live-stock producer is almost without correct information as to real problems confronting his own industry.

The speaker pointed to the establishment of fixed prices for hogs as an example of what can come from organization and conferences, but declared that the absence of one central organization of the producers was responsible for many farmers shipping in too many hogs to markets beyond the capacity of the packing houses. If there existed a central organization, he said, this situation could not exist.

Mr. Wilson outlined ideas for the formation of a central organization of livestock

Mr. Swift said that the regulation of meat prices by the Food Administration had been advantageous to the Government, the producer, and the consumer because it stabilized the market, prevented speculation and assured a continuous shipment of meat products abroad.

Price Regulation Should be Continued.

The opinion expressed by Mr. Swift was that the critical time for both the producer and consumer still existed and that the regulation should be continued while the stabilization appeared necessary.

"Would the high prices of pork and meat have existed if the Food Administration had not fixed the prices?" asked Representative Sweet of Iowa.

"The prices might have been higher," replied Mr. Swift. "The Food Administration tried to stabilize prices to prevent a series of sensational declines and advances and to keep the price at an average level which would be fair both to the consumers and the producers."

"Then it accomplished a good thing for both?" asked Mr. Sweet.

"Yes, I think so."

"Should the regulation continue for a year or so?"

"Now is the most critical time," replied Mr. Swift. "The need is now as great as it was during the actual warfare. I should say that the regulation has been advantageous to the consumer, the producer, and the Government. It has been the only possible way to make shipments abroad."

men which would get results. He suggested a central board of a few members, representing every breeder and feeder throughout the United States. Centering authority and responsibility in such a board would tend to make it effective, and would furnish a means of contact with the entire industry, instead of the present unsatisfactory method, which is not representative of the livestock industry as a whole. Such a plan would not eliminate local organizations, but rather would federate them in an effective national body.

WILL STAND BY HOG PRICE PLAN.

Newspaper reports from Washington this week quote F. S. Snyder, chief of the Meat Division of the Food Administration, as saying that the hog price fixing agreement of the Food Administration will be continued despite attacks on the present minimum of \$17.50 in the face of the present large surplus.

"The Food Administration will fulfill its pledge given to the hog producers on Nov. 3, 1917," said Snyder. "The attack by boards of trade is not justified, for the reason that the surplus of hogs now in this country will turn into a big deficit before next summer if Europe can get sufficient money and ships to move them."

Both Chicago and New York trade exchanges have demanded that the government abandon its price control policy as applied to grain, provisions, etc., now that the war has ended.

Bargains in equipment may be obtained by watching the "For Sale" department, page 48.

FOOD CONDITIONS IN GERMANY AFTER WAR

Meat Trade Shows Signs of Revival on New Lines

(Special Correspondence of The National Provisioner.)

Copenhagen, Denmark, December 31, 1918.

Since the signing of the armistice central Europe is adapting itself to new conditions, although the blockade is still in force. Food rationing is still being maintained, as a matter of form, but it is regarded more and more a dead letter. "It will never be worse than it was!" is the people's consolation.

Some of the restrictions on necessities of life became void at the moment the armistice was signed. The government notified interested parties by telegraph, telling them to consider themselves freed from restraint as soon as the telegraph should report the signing of the armistice. Some plants hired hundreds of hands who were waiting in front of the doors, ready to begin work at the word go!

While the armistice has not increased the supplies of food, the spectre of starvation now appears in a different light. Formerly the people had a choice between an endless terror and an end full of terror. Now they have the terrible end, but they are able to see that there will be an end of hunger within a definite period of time, and that they themselves have it within their own power to materially shorten the period.

Wherever conventions of business associates meet, the demand for lifting government restrictions is unanimous. Business is tired of the leash and anxious to reassert itself. At the same time there is a strong tendency in the direction of mutual co-operation.

This spirit of self-assertion and self-reliance shows itself in the organization of the Meat Trading Corporation Norddeutschland (North Germany), a stock company formed at Hamburg for the purpose of doing a wholesale and retail meat business in any and all cities of Germany. This corporation is probably the first and only one of its kind in Germany, but it shows the trend of the times and a change in the attitude of business men.

New Plan for Meat Trade Enterprise.

Formerly the only co-operation among German butchers was a municipal slaughter house, a sort of a bureaucratic, state-socialistic co-operation. The new company organized at Hamburg, however, is a purely individualistic concern. A number of wealthy master butchers, in conjunction with some bankers and drovers got together and formed a stock company. They began with a capital comparatively small, one million marks, but their prospective field of activity is virgin soil. Adolph Friederich, of Hamburg, is the president. Johann Hermann Schumacher, of Hamburg, a banker, is the chairman of the board of directors.

The fate of the new corporation will be watched by interested parties. It is practically an experiment. If successful the system may be extended. The new company is not only going to distribute meat, but also to engage in the manufacture and distribution of by-products.

German authorities are still attempting to stem the tide of "unlawful" slaughtering. Drovers have been required to keep a list of all animals, cattle, sheep and hogs,

whether kept for slaughter or not. No animal will be permitted to change hands without official consent. A drover is not permitted to transport any animal from a village to town, or from one town to another, without first taking out a permit for each.

German market reports are very interesting. At Lehrte every one of 7,240 young pigs taken to market was sold, although, as a result of the large number of animals offered for sale, prices declined.

At Essen, according to the official market report, 4,176 young pigs were offered for sale. The prices were as follows: 6 to 8 weeks old, 35 to 65 marks; 8 to 12 weeks old, 65 to 95 marks; 12 to 15 weeks old, 95 to 155 marks; boars more than 15 weeks old, 155 to 200 marks.

At Husum, one of the principal market places in northern Germany, the following prices were quoted: Young pigs, from 6 to 8 weeks old, 50 to 70 marks; 6 to 10 weeks old, 70 to 90 marks, or 2.25 to 3 marks per kilogram, live weight. At this market 1,400 farrows and young pigs were sold.

The scarcity of meat has led to practices inimical to public health. It has been found necessary to put restrictions upon the killing of horses. Up to October 8 there were 17 cases of cholera in Berlin, and at least 15 of them were traced to a horse butcher in Linienstrasse. At Kamen, near Dortmund, 350 persons were taken sick after eating horse meat, and 18 of them died.

War Kitchens Still the Rule.

A large part of the German people is still depending upon war kitchens. According to government statistics, just published, there are 1,818 war kitchens in German cities having a population of more than 10,000. The prices charged for meals were between 20 pfennigs and 1 mark. The larger the city, the larger—that is, progressively larger—the attendance at the war kitchen. In cities having a population of half a million and more there were 11 portions served daily to every hundred of people, according to the year's average. The attendance at these kitchens was a conclusive barometer, indicating the degree of scarcity of food. When the lack of food was most acute the attendance at the kitchens reached its top notch.

The fat and oil situation will be materially improved, it is believed, as a result of the systematic collection of beech nuts, undertaken on a large scale for the first time. Collectors are required to deliver the nuts to collection offices. The nuts are milled at large plants, where they yield more oil than by primitive treatment at home. A modern plant will extract 21 kilograms of oil from 100 kilograms of beech nuts, while with primitive methods at home 12 kilograms would be considered a good yield. Beech forests are plentiful in Germany.

KREY HEADS ST. LOUIS EXCHANGE.

Fred Krey, president of the Krey Packing Company, has been chosen chairman of the provisions committee of the St. Louis Merchants' Exchange. The other members of the committee are: Parker Saunders, James M. Gettys, J. J. P. Langton and Gus Bischoff, Jr.

GOVERNMENT LIVESTOCK CENSUS.

The U. S. Department of Agriculture this week made public the results of its annual census of livestock on farms on January 1. The figures follow, compared with the census of a year ago:

	Jan. 1, 1919.	Jan. 1, 1918.
Cattle	67,866,000	67,422,000
Hogs	75,587,000	70,978,000
Sheep	49,863,000	48,603,000

The Government report showed smaller gains than expected. Some of the sensational estimates have claimed possibilities of 80,000,000 to 85,000,000 hogs on farms, but the Government figures were 75,587,000, against 70,978,000 last year, an increase of less than 7 per cent. Compared with two and three years ago the increase is about 8,000,000 hogs. There was a small gain in stocks of beef cattle, and a moderate advance in the number of sheep.

The total increase of cattle, sheep and hogs was about 6,000,000 head. On the question of feeding, particularly of hogs, the gain means increased use of corn of about 7 per cent, compared with last year. As about a third of the corn crop is used for hog feeding, the increase may mean gain of about 50,000,000 to 60,000,000 bushels in corn fed to swine.

The increase in the number of hogs in the country does not represent all the gain compared with last year, as during the past twelve months receipts of hogs at principal Western markets have been about 6,000,000 more than in the preceding year, and at the end of the period there are about 5,000,000 more hogs in the country than there were a year ago.

LIVESTOCK MEN IN CONVENTION.

The American National Livestock Association, comprising chiefly range livestock interests of the Far West, held its annual meeting at Denver, Colo., this week. Interests connected with this organization are most bitter in their enmity toward the meat packers of the country, and the convention proceedings reflected this feeling. President Ike T. Pryor, of Texas, in his annual address repeated the charges against meat packers in connection with livestock marketing, and the association adopted resolutions demanding passage of laws by Congress to regulate or operate the meat packing business. Secretary of Agriculture Houston was a speaker at the convention, advocating the government operation of stockyards and regulation of livestock and meat industries.

AUSTRALIAN MEAT FOR ENGLAND.

Cable advices from London state that A. Brickwell, director of the cold storage department of the Food Ministry, predicted that there will be a very large quantity of Australian meat available in Great Britain within a few months, and that, therefore, it will be unnecessary to continue rationing.

Mr. Brickwell said that Great Britain when she entered the war had 30,000,000 cubic feet of cold storage, representing 101,000 tons, and that by next October it will have one cubic foot storage for every man, woman and child in the United Kingdom.

Packinghouse, provision, refrigeration and other machinery and equipment at second-hand. Buy it or sell it through The National Provisioner's "Wanted and For Sale" department on page 48.

CONDITIONS FACING THE FATS AND OIL TRADE

Will It Be America or England That Will Reprovision Europe in 1919?

By John B. Gordon, of Rogers Brown & Co.

An infallible forecast of conditions in the fats and oil trade through the year, 1919, would be impossible of attainment, because of the lack of complete data as to the world's present supplies. The following, therefore, is to be considered in the light of an individual opinion, based upon available data and the laws of precedent.

A promising future for fats and oils in North America is dependent upon the extent of exportations of these commodities to Europe. All those conversant with the fats and oils situation will concur in this statement. It is the extent of the future exportations of fats and oils from this country which is unknown, and upon which there is a variance of opinion.

I consider that exports of fats and oils and products manufactured therefrom, from North America, through the year, 1919, will be very heavy, taxing available supplies to the utmost. Prices during 1919, excepting the prevailing interval of readjustment, which cannot be of long duration, will be correspondingly high, but not unduly high.

The fallibility or infallibility of this belief rests upon this salient point. Upon the crops of the past growing season, in those portions of the world which produced crops, must rest the burden of the world's demands. There will be no new crops until the fall of 1919, and their effect will not be manifested before the beginning of 1920. This applies to livestock as absolutely as to all plant foodstuffs closer to their origin in the soil, as the run of livestock to market must follow closely the harvesting of new grain crops.

Cannot Define World Needs for Fats.

The world's needs for fats and oils cannot be accurately defined. There is naturally a surplus in some portions of the world and in others an acute shortage. Take the more important consuming portions of the world. North America has a surplus of animal and vegetable fats, but not so large as is commonly supposed, as the amounts which have quickly gone into consuming channels in the United States have been amazingly large. England, it may be inferred, has enough for her own needs and a small surplus of all vegetable oils except cottonseed, for she has access to sources of supply of vegetable oils which other nations of Europe have not.

England is short about 25 per cent of her normal number of pigs, which, however, were very numerous. She needs American lard, American oleo oil and American lard compound. England drew upon this country for liberal quantities of these commodities in pre-war days and during the war. She also used large quantities of American butter and American tallow during the war, but it would not be illogical to assume that she will now obtain these articles from her own colonies, Australia and New Zealand, where there is a surplus which has accumulated due to lack of refrigerator space and ordinary tonnage.

The continent of Europe is in dire need of both animal and vegetable fats and oils.

Why the Continent Needs Fats and Oils.

Knowledge of generally accepted facts is sufficient proof of this statement. For more than four years Europe has neglected its agriculture. Agriculture is as much dependent upon the serenity of the times as is the general run of manufacturing enterprise. European agriculture, even in sections far remote from the battle areas, has been seriously hampered by the lack of man

power and all of the attendant influences of war.

Russia, once the great granary of Europe, producing almost 20 per cent of the world's wheat supply, is in chaos, and for the most part faces famine. The agriculture of the Balkan countries, from which Europe drew largely, is badly disorganized. Central Europe is extremely short of foodstuffs, particularly fats and oils, although in no sense threatened by famine.

The Canadian Food Board recently stated that there was a shortage of 19,000,000 hogs in Germany. This would leave her with only about 6,000,000 on hand, as in normal times she had about 25,000,000 swine. The pork products to replace this shortage must come from America, indirectly if not directly, for if we will not trade with Germany the neutrals will.

In pre-war days Germany used about 160,000,000 pounds of American lard annually, about 17,000,000 pounds of American oleo oil, and about 3,000,000 pounds of American tallow, in addition to about 11,000,000 pounds of American cottonseed oil and about 2,500,000 pounds of American corn oil. Austria in recent years produced a greater percentage of her own foodstuffs than did Germany, which of late years to a certain extent neglected her agriculture in the development of her industrial enterprises. Yet Austria was wont in pre-war days to use considerable quantities of American cottonseed oil and corn oil.

Germany's chief purchases from America were animal fats and oils, and these were possibly only a fraction of her total needs of fats and oils, as she brought into Hamburg in pre-war days enormous quantities of copra from her South Seas possessions, and from her African possessions great quantities of palm oil, copra, ground nuts and palm kernels. These latter sources of fats and oils she must renounce forever. From Russia she secured great quantities of flaxseed for the manufacture of linseed oil. She has been cut off from Russia and her colonies for the past four years. The neighboring neutrals have had no supplies of fats and oils to give her since the entry of America into the war.

Therefore, Germany, Austria and Hungary (since they are now separate nations) must be about two years behind in their needs for fats and oils. So long have the peoples of these countries been short of fats and oils that when allowed to purchase of them and eat of them freely again they will be like a thirsty man on the desert when he first finds water.

Shortage in the Scandinavian Countries.

The Scandinavian countries, while possibly possessing a fair supply of the general run of foodstuffs, are suffering from a dearth of vegetable and animal fats and oils. The oleomargarine plants in these countries have largely been shut down for lack of raw materials. Some investigators claim that great numbers of their dairy cattle have been sent to the meat block because of the lack of feed, but if this be not actually the case there is no gainsaying the fact that the physical condition of their herds has suffered greatly because of the lack of fodders and concentrates.

This applies to Holland and Denmark, in normal times enormous importers of animal and vegetable fats and oils, and exporters of great quantities of oleomargarine and dairy butter.

Spain, while possessing a considerable supply of olive oil, must have a deficient supply of other oils and fats, particularly animal, although such shortages as may exist will be relatively unimportant, due to the Spaniard's tendency to utilize olive oil for practically every culinary usage for which other races use a variety of fats and oils. This characteristic of the Spaniard, however,

will make toward the reduction of his supplies of edible oil, and it will probably be found that there is a relatively small amount of edible oil in Spain for export, and that the bulk of the surplus which exists consists largely of olive oil "foots," suitable only for technical usage.

Italy and France Need Animal Fats.

The situation in Italy will differ from that in Spain. She produces normally one-third less olive oil than does Spain, and whether for this reason or because the tastes of her inhabitants vary, has always been a generous user of American cottonseed oil and lard, although not in quantities comparable to those consumed by other European nations. Italy undoubtedly has no surplus of olive oil, and must now be experiencing an acute shortage of other vegetable oils and animal oils. A Food Administration investigator reports a shortage of 12½ per cent in Italy's pigs and a loss of about 14 per cent in her number of cattle. America must then supply Italy with even more animal oils and fats than in pre-war days.

France is in great need of fats and oils. Dr. Vernon Kellogg, a Food Administration agent, reports a shortage of 49 per cent of pigs in France, which is a fair quantity as France in ante-bellum days had about 4 per cent of the world's total number of hogs. The same investigator reports a shortage of 17 per cent in the number of cattle, and these figures probably largely represent dairy cattle. Butter and other dairy products have become a rarity in France. Oleomargarine is equally unobtainable.

France was always a free buyer of American lard, tallow and cottonseed oil, and has lately drawn upon us for large quantities of these commodities. She should be able to utilize large quantities of American peanut oil, for in pre-war days she brought from the Orient and West Africa great quantities of peanuts, which were crushed at Marseilles.

France has been largely shut off from these sources of supply, as have the remaining nations of Europe. America has purchased large quantities of Oriental peanut oil, made from the peanuts which were wont to travel in pre-war days to Marseilles. American crushers have purchased and brought to this country thousands of tons of copra from those sections of the tropics from which Marseilles drew in ante-bellum days. There was never an inexhaustible supply. France, Denmark, Holland, England and Germany, who crushed copra and used cocconut oil in such enormous quantities in pre-war days, must depend upon America for at least a portion of the necessary quantities needed to replenish their exhausted supplies.

Belgium in pre-war days bought liberally of American lard, oleo oil and tallow, cottonseed oil and corn oil. Through the war Belgium has through the humane activities of the Belgian Relief Commission received large quantities of American lard compound and American lard. In the course of one year she received from the Belgian Relief almost 100,000,000 pounds of lard, and is now receiving from 8,000,000 to 10,000,000 pounds of compound monthly together with several hundred thousand pounds of butter oil.

It will be necessary to continue feeding Belgium until her shattered industries and agriculture can be reorganized. Belgium before she was devastated had a thriving agriculture. She had a remarkably heavy concentration of pigs and dairy cattle to the square mile. She has been robbed of all these. To replace the fats and oils which she would normally have secured from her pigs and dairy cattle she must draw upon America.

Can England Feed All of Europe?

The statement has been made that England has a sufficient supply of fats and oils to supply not only the needs of the nearly 50,000,000 inhabitants of Great Britain, but the remaining 350,000,000 people of Europe as well. Such a belief is hardly tenable. England was at war for more than four years. She had far more important problems than accumulating great reserve stocks of fats and oils.

(Continued on page 27.)

PRACTICAL POINTS FOR THE TRADE

[EDITOR'S NOTE.—Nothing but actual, bona fide inquiries are answered on this page of "Practical Points for the Trade." The National Provisioner uses no "made-up" queries, with answers taken out of old, out-of-date books. The effort is made to take up and investigate each question as it comes in, and to answer it as thoroughly as time and space will permit, with a view to the special need of that particular inquirer. It must be remembered that the answering of these questions takes time, and that the space is necessarily limited, and the inquirers must not grow impatient if the publication of answers is delayed somewhat. It should also be remembered that packing house practice is constantly changing and improving, and that experts seldom agree, so that there is always room for honest difference of opinion. Readers are invited to criticize what appears here, as well as to ask questions.]

USE OF CRACKLINGS IN FEEDS.

A subscriber in the South writes:

Editor The National Provisioner:

Can I use cracklings in the manufacture of poultry food, along with other ingredients; and if so, how should they be handled?

Cracklings are the residue from open-kettle lard or tallow rendering, and are composed of meat fibers containing considerable quantities of such fats. As these fats have a higher market value than the poultry food itself, it is the usual custom to tank these cracklings in separate pressure tanks when poultry food is to be manufactured from them.

After rendering under pressure there remain sufficiently large quantities of fat to make the cracklings of value as a poultry food, containing now approximately 10 to 15 per cent of fat, and from 30 to 60 per cent of proteid matter. It will be seen from these figures that this product constitutes a very rich food material; so much so, in fact, that the cracklings are usually mixed with other and less nourishing ingredients, especially with ground raw bone, for the supply of bone phosphate, which is always necessary for a complete poultry food.

The cracklings may be sold as such immediately after the pressure cooking, or they may be mixed with the bone as stated, and then further reduced by some low-grade material, such as chaff, ground alfalfa and the like, when a complete food is obtained.

The proportion of the various materials employed vary, of course, with the fancy of the manufacturer and with the price which may be obtained. A convenient formula is 20 per cent of cracklings, 20 per cent of ground raw bone, and 60 per cent of the low-grade ingredient.

It should be observed that all of the material must not be in a powdered condition, and that in order to obtain this condition, either the ingredients separately or the mixture should be screened through a mesh of about 20, whereas the largest particles must pass through an 8 mesh screen.

HOW TO HANDLE SHEEPSKINS.

A reader in the Missouri Valley writes as follows:

Editor The National Provisioner:

I am very anxious to learn something about handling sheepskins. At present I am employed in the hide cellar, sorting. Any information you can give me will be greatly appreciated.

In the first place, sheepskins should be carefully taken off—not scored—nor should the "fell" on the sheep be broken; and the wool side of the pelt should be kept as dry and clean as possible. As soon as the skins are taken off they should be spread in a cold room, well ventilated, to cool off for at least a day or a night—12 hours—before being put into pack, especially heavy wool pelts. "Shorn" skins, of course, cool much quicker. In any case the animal heat must be thoroughly and completely eliminated before salting.

In salting use fine salt and cover the pelt uniformly and thoroughly, including head and legs. Pile them flesh side up in packs, not to exceed 3 feet high; better, about 2 ft. 6 in. If there is any fear of heating, overhaul the packs, placing top skins on the bottom in the process, say in a week or so after first putting down. This is especially advisable in warm weather.

Pelts are ready to ship in two to three

weeks. The main thing is not to allow sheep pelts to lay around in piles as taken off, but spread them, at once, to cool off.

ARGENTINE MEAT FOR SWEDEN.

It is announced that a number of butcher firms in Sweden have informed the Government that they intend to organize a company for the importation of fresh frozen meats from Argentina. The representatives pointed out that the scarcity of meat in Sweden will continue for three or four years, because the reduction of the live stock has now proceeded so far that even with normal fodder crops it will take a long time before the stock of cattle here will become normal.

It is expected that the lack of meat will be severely felt and that the prices here will be abnormally high next spring and summer, unless special measures for relief are taken at once. The only possibility seems to be to import from trans-ocean countries, especially from Argentina. The petitioners offer to arrange necessary importation and distribution for Goteborg and vicinity.

The intended company, it is stated, has good connections in Argentina, and is now only awaiting an answer to a telegram sent there with inquiry regarding prices, etc., before starting business. Some of the largest Swedish shipping firms, the Trans-atlantic, the Johnson Line, and others, have, on their own initiative, made arrangements for providing their vessels with cold-storage equipment.

KREY WILL ENLARGE PLANT.

The Krey Packing Company has leased the buildings of the Bremen Brewing Company, at 3905-3909 North Broadway, and will use them as a cold storage plant. The buildings will be altered and an addition to the engine room will be erected. Fred Krey, president of the packing company, says the new addition will give the company space to keep about 5,000,000 lbs. of meat at one time.

Nineteen and Nineteen

Four years of Hell is ended, and we are on the threshold of a new era of great promise. No doubt the final deciding factor in the great struggle was our own United States. However that may be, America today has the respect of every country on the globe, friend or foe.

This respect has been gained not through might or secret political chicanery, but rather through acknowledging a duty to the cause of Justice and Truth and an indomitable will to carry on at any cost of life or resources.

With the opening of the new era American Commerce is welcome at every port of the seven seas. Our shipyards are launching the best fleet of merchant ships intelligent labor and engineering can build, to carry that commerce to those ports; and our Navy, soon to be second to none, will insure that fleet and commerce the continued freedom of the seas.

But what quality of products shall our magnificent merchant marine carry over seas? Will the Merchandise in her hold command the same respect as the Flag on her mast? Will the universal respect won on the battlefield be lost in the market? Will our invincible Navy be proud of the products she protects? Will truth and justice, honest values, prevail? If you manufacture something that can be sold in another country you will partly answer.

Swenson evaporators are found in many foreign countries, and many repeat orders come from those countries, —Swensons are giving honest service and the products our evaporators produce are the highest in quality. Swensons are the choice of the men who operate them as well as the engineering and cost departments, whether in America or overseas.

We are proud of Swensons and jealously guard the name.

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THE NATIONAL PROVISIONER

New York and
Chicago

Official Organ American Meat Packers'
Association

Published Weekly by

The Food Trade Publishing Co.

(Incorporated Under the Laws of the State of New York)

at No. 116 Nassau St., New York City.

HUBERT CILLIS, President.

OTTO V. SCHRENK, Vice-Pres. and Sec.

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HENRIETTA SENNER, Treasurer.

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No. 116 Nassau St. (Morton Building), New York,
N. Y.

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WESTERN OFFICES.

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Telephone, Harrison 476.

Correspondence on all subjects of practical interest to our readers is cordially invited.

Money due THE NATIONAL PROVISIONER should be paid direct to the General Office.

Subscribers should notify us by letter before their subscriptions expire as to whether they wish to continue for another year, as we cannot recognize any notice to discontinue except by letter.

TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Post Union, per year	5.00
Single or Extra Copies, each.....	.10

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MEANS TO AN END

Most advocates of legislation to regulate the meat industry fight shy of government ownership; they would like to see the government take over the packing houses, but are afraid to be known as advocating it just yet. They evolve a compromise plan which provides for regulation of the meat industry under a blanket government license. If this "does not prove effective," as they put it, then they would favor government ownership and operation.

Their plan is simple. We have already had a partial illustration of its workings, in the case of the railroads. They don't want to take over the packing plants now; these plants are at too high a state of efficiency and productiveness. They'd cost too much.

Just let the government "regulate" them for a few years; trim off their limbs, as provided in the schemes of most of the reformers, and hem-string them generally. Then, after they have declined from their present state of wonderful efficiency, and have arrived at a con-

dition much like that into which our government operated railroads have fallen, they will not cost so much to take over.

Packing house stockholders have their rights, as well as railroad stockholders, but it might be possible to buy packing house stocks cheaply, the same as railroad stocks, when the time comes for taking them over. It is a money-saving plan for the government, but a little hard on the stockholder, who in the case of many packing enterprises is himself a packing house worker or clerk.

No packing house stockholder, be he employer or employee, objects to government regulation; it has given American meat products a standing the world over. But government regulation of the sort that certain legislators would like to "put across" is nothing more than a neat scheme to undermine the foundations of private ownership, and make things ready for a bargain sale.

WAR SAVINGS STAMPS AGAIN

The new issue of War Savings Stamps is out, and the 1919 stamps have been placed on sale. It is just as much the duty of the average citizen to buy these stamps as it was when the 1918 stamps were going around. The arguments need not be rehearsed here, either as to national duty or as to the personal advantage of further practice of the habit of thrift.

The War Savings Stamps of 1919 are in blue, to distinguish them from the old series, and bear appropriately the face of Benjamin Franklin, the great American disciple of thrift. They are on sale on the same terms and by the same methods as the old series, and it is up to us to dispose of the entire two billion dollars' worth, as become patriotic and thrifty Americans.

Payment of salaries or wages in part in thrift stamps or War Savings Stamps is not approved by the Treasury Department. While those in charge of selling stamps will do everything possible to encourage individuals to purchase them, the Treasury wants the purchase to be a free will action on the part of the individual because he is convinced of its benefit to him.

The Treasury officials point out that where employers have paid their help in part in thrift stamps, many of the workers regarded it as an actual reduction in wages. Still others, although they wished the stamps, nevertheless regarded payment of wages in other than money as an unwarranted interference with their rights and the wage scale. Others, resenting the practice, did not save the stamps and simply resold them, so that no lesson of thrift was taught, and the Government was not benefited.

The Treasury Department is recommending to employers that the best method of teach-

ing thrift and inducing their employees to buy is to make stamps readily accessible for purchase at their plants on pay day. In many concerns where the sales of War Savings Stamps have been large and regular, supplies of stamps have been furnished to foremen or others, who at lunch time sold to those who wished to buy.

The most effective of all measures, however, have been the savings societies established in some 164,000 places by the employees themselves. Each society appoints one of its number as secretary. One of his or her functions is to get supplies of stamps and have them ready for sale. This method has been particularly successful in the meat packing industry and some remarkable records have been made by packinghouse war savings organizations. It is a plan worth trying anywhere.

MAKING USE OF THE PACKERS

Something more than unreasoning jealousy of packers' success on the part of certain livestock interests of the far West, something beyond the usual political buncombe of the politician seeking maintenance in office, is behind the vicious and widespread attacks recently made upon Herbert Hoover and other public officials, in all of which the meat packers are used as the cloak.

Any time you attack a meat packer you are sure of a hearing and plenty of newspaper space, and heretofore you have been reasonably sure of public sympathy. This may account for the coupling of the meat packers with attacks on a prominent member of Congress whom it was desired to put out of the race for a higher office; with attacks on Mr. Hoover for his signal service in feeding the world during the war; and with veiled attacks on men even higher up.

It could not have been mere hatred of the meat packers that inspired the vehement assaults on the President's plea for money to feed the starving people of Europe. It is true that an argument used against this appropriation was that the packers would benefit by it in the sale of meats for relief purposes. Such an argument is too silly even for re-statement, unless accompanied by a comment such as that of the New York World, which suggests that those who advanced it seem to have forgotten that the meat which fed our fighters on land and sea during the war was bought from these same iniquitous meat merchants.

No, there is more than appears on the surface, to this use of the packers as a cloak through which to stab somebody else. It is not even partisan; or rather, it seems to be bi-partisan. Anyhow, the poor packers come in handy. They can stand it if Mr. Hoover can, and at last reports he was resting comfortably.

TRADE GLEANINGS

It is reported that Armour & Company's branch at Nashville, Tenn., will be enlarged.

The Etiwan Fertilizer Company's plant at Charleston, S. C., has been damaged by fire.

Equipment for meat curing plant will be installed by the Millen Ice Company, Millen, Ga.

The plant of the Cuthbert Oil Mill Com-

pany, Cuthbert, Ga., which was damaged by fire, will be rebuilt.

South St. Paul's (Minn.) \$6,000,000 Armour packing plant will be in operation by June 1, it is reported.

Fire caused several hundred dollars damage at Bowman Brothers' abattoir in Pochontas, Va. Origin unknown.



What's A Thermoseal Scale?

It's an improved Chatillon Scale with a special device which makes this scale self-adjusting to meet varying degrees of temperature.

Improved construction eliminates vibration and makes this scale specially rapid and thoroughly reliable.

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Make certain that your lard will add value to your reputation by reaching your customers in the best possible condition. The surest way is to ship in

Heekin Pails

Made from metal that is extra strong, and so welded together that they are absolutely air-tight. There isn't the smallest possibility of leakage—no odors or foreign substances can reach your product.

When these handsome pails are lithographed in distinctive colors, you have a container that will bring an astonishing number of re-orders.

A pail is most convincing. Send for one today.

The Heekin Can Co.

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Cincinnati, Ohio

"Heekin Can Since 1901"

Eldon Davis of Los Angeles, Cal., is reported to establish a \$20,000 packing plant at Miami, Okla.

The Loup Valley Packing Co., Grand Island, Neb., has been organized and proposes to erect a plant at this point.

The City of Virginia, Minn., proposes the erection of a slaughter house and cold storage plant.

The capital stock of the Bear & Ruth Company, Sandusky, Ohio, has decreased from \$60,000 to \$30,000.

The Union Seed & Fertilizer Company, Prichard, Ala., will remodel plant for peanut crushing. Estimated cost \$20,000.

G. F. Nunnally of Spokane, Wash., has been made manager of the wholesale branch of the Carstens Packing Company in Wallace, Idaho.

The Inter-State Co-operative Corporation, Wilmington, Del., to engage in the stock raising business, has been incorporated with a capital stock of \$100,000.

A packing house has just been completed for the Tacoma Packing Company, Tacoma, Wash., at a cost of more than \$25,000, replacing the old plant.

A permit has been granted to the Plankinton Packing Co., Milwaukee, Wis., for the erection of a \$17,800 storage plant at Muskego Avenue and Canal Street.

H. W. Schmidt Company, Hoboken, N. J., has been incorporated with a capital stock of \$25,000 by Herman W. Schmidt, Valentine Goehs and A. S. Schmidt.

The organization of a packing plant and abattoir at Memphis, Tenn., is being considered by Thornton Newsum, John B. Edgar, Mark Fenton and others.

The Western Cotton Oil Co., Haskell, Texas, has been incorporated with a capital stock of \$80,000 by J. C. Duke, D. C. Cogdell and J. H. Chancellor.

The Holtville Ranch Co., Inc., Dover, Del., to own and work farm lands, breed live stock, etc., has been incorporated with a capital stock of \$375,000.

The International Cattle Company of America has been incorporated under the laws of the State of Delaware to deal in cattle, etc., with a capital stock of \$1,750,000.

The Liberty Soap Company of New York, N. Y., has been incorporated with a capital stock of \$10,000 by H. Koling, E. J. Dalton and A. D. Guerrero, 27 Argyle Road, Brooklyn, N. Y.

The Hollow Center Packing Company, Cleveland, Ohio, has been incorporated with a capital stock of \$20,000 by Ernest H. Smith, Everett N. Marcy, Harry E. Ruhf, R. C. Locker and H. V. Bechhold.

At the meeting of the stockholders of the Equity Co-operative Packing Company, Fargo, N. D., it was voted to increase the capital stock from \$1,000,000 to \$3,000,000. All officers of the packing plant were re-elected.

The Hubbard Fertilizer Company of Baltimore, Md., may establish a plant in Norfolk, Va. The officers of the company are: Wilbur W. Hubbard, president; William L. Hubbard, vice president, and Walter P. Summers, treasurer and general manager.

PACKERS who buy our **SPECIAL HAM PAPER** for smoked meat wrapping and Lard Liners, get the **GREATEST VALUE** the market offers.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Markets Irregular—Trade Uncertain, Awaiting Price Fixing—Live Stock Increase Moderate.

The conditions in the future market for provisions have not changed materially during the past week. There has been some irregularity of price, due to uncertainty as to what hog price may be agreed upon at the conference on January 28. Conflicting reports have been received from day to day, and these have naturally had considerable influence on values, and have also affected the markets in the influence of uncertainty as to the volume of demand. The buying trade is apprehensive that the price will be changed, and that as a result of this change there will be a lowering in the price of product, which will influence the value of the stocks on hand, and this is naturally tending to make a tremendous amount of caution in the buying in all sections of the country, and, also naturally, this is being reflected in the accumulation of stocks at storage points. The distributors are not willing to take the responsibility, if it can be avoided, and the result is that buying has been rather light and stocks have accumulated during the month of December, and also, it is believed, during the month of January. The accumulation of stocks of products in the hands of dealers during the month of December was not as heavy as anticipated, in view of the enormous packing going on, but was sufficiently large to be a factor in the situation, and the further accumulations this month have been of considerable importance, and have been influenced by the conditions referred to.

The statement of stocks of products in the country, compared with a year ago as far as comparisons are available, and the total stocks of product on hand January 1, compared with December 1 and May 1 the past year, when stocks were at the maximum, follow:

	Jan. 1, '18.	Jan. 1, '19.	Changes
Frozen beef, lbs....	274,073,518	277,243,017	1.2
Cured beef, lbs....	33,977,346	33,165,151	0.3
Frz. lamb-mut., lbs.	6,219,298	11,537,112	85.5
Frozen pork, lbs....	30,192,103	49,855,890	65.1
Dry salt pork, lbs.	234,053,592	331,886,617	41.8
Pickled pork, lbs....	242,293,401	272,066,520	12.3
Lard, lbs.	51,873,806	98,033,534	89.0
Misc. meats, lbs....	34,965,932	61,995,595	77.3

TOTAL STOCKS.

	May 1, '18.	Dec. 1, '18.	Jan. 1, '19.
Frozen beef, lbs....	227,076,379	227,659,726	295,206,748
Cured beef, lbs....	30,969,230	32,417,810	35,661,588
Frz. lamb-mut., lbs.	3,968,305	8,893,307	12,254,508
Frozen pork, lbs....	133,190,365	34,510,967	59,854,705
Dry salt pork, lbs.	470,699,967	278,695,934	350,834,441
Sw. pick. pork, lbs.	404,573,376	240,050,174	298,469,761
Lard, lbs.	102,842,306	79,990,270	100,755,440

The actual increase in stocks of product, where comparisons are available has been about 228,000,000 lbs., compared with last year, or the equivalent of the product of about 1½ million hogs, on the basis of the dressed weights. The total stocks shown on January 1 increased 175,000,000 lbs., or the equivalent of about a million hogs, compared with December 1, and compared with May 1 when the stocks were at the largest, there has been a decrease of about 300,000,000 lbs. The fact that stocks have not accumulated more than as shown by the comparisons is a rather important factor, as reflecting the size of the distribution, notwithstanding all the conditions which have developed. Whether the stocks as shown on February 1 will not show a larger increase than shown by the last report is somewhat of a question, owing to the piling up of stocks at the seaboard for the account of some of the foreign buyers, and also owing to the more positive influence of the uncertainty as to hog prices, which has been reflected through the retail trade and the small dealer throughout the country. The question of the hog price is of tremendous importance just at present and has a direct bearing, not only on the price of hogs, but on the price of product, and reflecting through the price of product, on all fats and meats. If the price is maintained at 17½¢. for the month of February, it will to a large extent ignore the question of the feeding value of corn. The original intention in Chicago to make the price of 100 lbs. of hogs in Chicago reflect the cost of 13 bushels of corn on the farm would have resulted in a considerable lowering in the price of hogs during the past few months. The average price of corn has been reduced materially from that which prevailed during the early fall and summer, and the feeling of the consuming and large merchant interests is that this should be reflected is extraordinary, and will be a factor of very great importance.

In connection with the question of price fixing, there was an important meeting held on the New York Produce Exchange dur-

ing the past week, which may have some influence on this position. The Board of Managers of the Produce Exchange passed resolutions requesting President Wilson to, as far as possible where prices were not fixed by law, remove markets from fixed price control, and allow natural conditions to be resumed. This resolution was endorsed, at a meeting of members of the Exchange, by a unanimous vote. The resolution had a direct application to the fixing of the price of hogs and also to the stabilization of prices for cottonseed and cottonseed products, as these are the two important articles, outside of wheat, on which prices are now stabilized; the price of wheat is, of course, stabilized by act of Congress and cannot, therefore, be changed excepting by act of Congress.

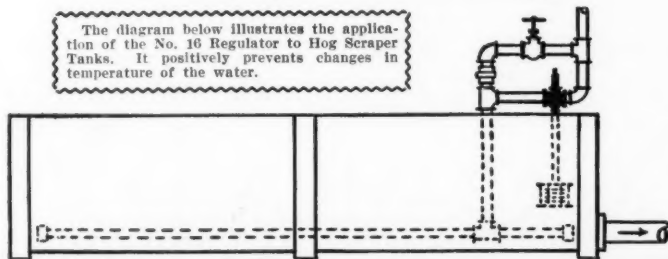
The statement of the stocks of livestock in the country was an extremely interesting one. This was given out this week and, contrary to the expectations of many in the trade, showed an increase of less than five million in the total hogs in the country. The increase had been estimated by many at from 8 to 15 per cent, and on account of the heavy movement which has taken place, there has been a disposition to believe that the larger estimates were nearer correct than the smaller ones. The total number of hogs in the country is given at 75,587,000 against 70,987,000 last year; the increase in the supply of hogs since 1914, when the war began, has been 16,654,000, reflecting the willingness of producers to increase the livestock supply in the country, and also the attractiveness of the higher prices which have prevailed. The increase in the number of hogs this year is the largest which has been seen at any one time, excepting from 1914 to 1915, when the gain in the total was 5,700,000; the increase this year amounts to 4,609,000.

The increase in the number of sheep in the country was 1,260,000 head, and the increase in the number of beef cattle was 227,000 head; there was a small increase in the number of milch cows, but the gain was not important.

This increase in the total number of livestock in the country is a direct answer of the country to the plea for a larger supply of animal fats and meats. During the past twelve months there has been an increase in the receipts of hogs at interior points of about six million head while this has been (Continued on page 35.)

It Prevents Mutilated Skins in Hog Dehairing

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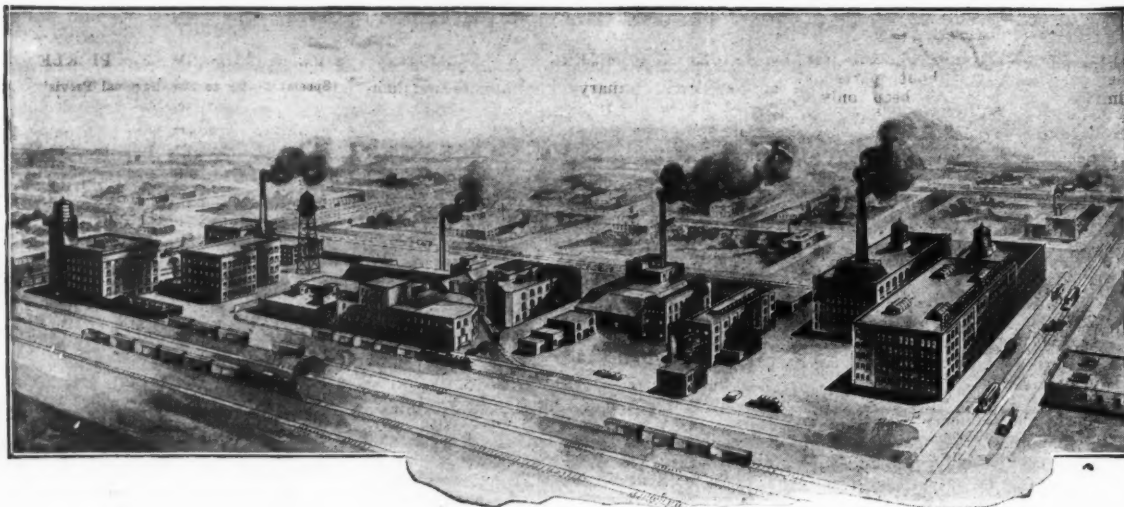
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TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The market has continued very quiet the past week, without particular change in value. There has been only a moderate demand, and transactions have been few and far between. The position of the market seems to be one of hesitation, and everyone appears to be holding off, awaiting for some developments in the entire oil and fat situation, which will bring the market back to the normal position of supply and demand. If there should be de-stabilization of cottonseed and cottonseed oil prices, as well as of hogs, it would have a radical effect, without question, on the entire market for fats of all kinds, and this would naturally tend to influence tallow as well as competing fats. The movement of cattle continues large, and the production of tallow is on a heavy scale, while the low prices prevailing have not resulted in the distribution of product on a sufficient scale to relieve the market of considerable pressure. This seems to be partly due to the feeling of uncertainty as to the general position of fats, and the uncertainty as to whether there will be sufficient export outlet for oils to relieve the entire oil and fat situation of the pressure of accumulated supplies, which are so much of a factor in the market. Prime city tallow in the local market was quoted at 9¼c, with city specials at 10c.

OLEO STEARINE.—The market has again been dull and without feature. The demand is quiet, and there is very little buying of any volume to be seen, either on the spot or for forward delivery. The position of tallow is still an unsettled one, and naturally, with the feeling of uncertainty as to the price of the raw article, there is a feeling of uncertainty as to the price of the product. The buying of all kinds of fats and oils for consumption is still of a hesitating character, and the feeling seems to be that there may be further radical change in values through the period of reconstruction, which is having considerable influence on the demand, not only for oleo, but for all other products. The market is a waiting one, with the feeling that there may be further change in values, unsatisfactory to holders. Oleo is quoted at 16c nominal.

SEE PAGE 29 FOR LATER MARKETS.

OLEO OIL.—Market dull and nominal. Extras are quoted at 32@33c, according to quality.

NEATSFOOT OIL.—The market is weak, but nominally quoted. Prices are quoted 20 cold test, \$2.00@2.25; 30 degrees at \$1.90@1.95, and prime, \$1.50@1.55.

GREASE.—The undertone is easy due to weakness in other greases. Yellow, 7@8c; bone, 9½@10c; house, 7½@8c; brown, 6@8c.

FOREIGN COMMERCIAL EXCHANGE.

New York, January 23, 1919.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.73½
Cable transfers	4.76½
Demand, sterling	4.75½
Commercial, sight	4.72½
Commercial, 60 days	4.71½
Paris—	
Commercial, 60 days	5.51½
Commercial, sight	5.46½
Bankers' cables	5.45½
Bankers' checks	5.45½
Amsterdam—	
Commercial, sight	41½
Commercial, 60 days	41½
Bankers' sight	41½
Bankers' cables	42
Copenhagen—	
Bankers' sight	26.40
Bankers' cables	26.65

EXPORTS OF PROVISIONS

Exports of provisions from the Atlantic and Gulf ports for the week ending January 18, 1919, are reported as follows:

To—	PORK, BBLs.		From
	Week Ended Jan. 18, 1919.	Week Ended Jan. 19, 1918.	
United Kingdom..	.....	.....	100
So. & Cent. Am..	.....	.....	2,603
West Indies ..	25	.....	3,185
Br. No. Am. Col.	.....	.....	2,982
Other Countries..	.....	.....	12
Total	32	.....	8,882

BACON AND HAMS, LBS.			
United Kingdom..	3,052,000	4,207,000	69,361,000
Continent	43,175,000	1,856,000	146,732,000
So. & Cent. Am..	.....	.....	282,000
West Indies ..	.....	.....	835,000
Br. No. Am. Col.	.....	.....	96,000
Other Countries..	.....	.....	26,000
Total	46,257,000	6,063,000	217,332,000

LARD, LBS.			
United Kingdom..	5,398,000	1,541,000	23,702,000
Continent	2,332,000	.....	40,645,000
So. & Cent. Am..	867,000	.....	3,255,000
West Indies ..	116,000	.....	1,953,000
Br. No. Am. Col.	.....	.....	175,000
Other Countries ..	.....	.....	30,000
Total	8,713,000	1,541,000	69,794,000

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York .....	.....	43,175,000	2,332,000
Portland, Me. ....	.....	3,082,000	5,398,000
New Orleans	32	.....	963,000
Total week	32	46,257,000	8,713,000
Previous week ...	3,594	36,852,000	8,609,000
Two weeks ago..	125	17,428,000	9,693,000
Cor. week, 1918..	.....	6,063,000	1,541,000

COMPARATIVE SUMMARY OF EXPORTS.			
	From Nov. 1, '18, to Jan. 18, '19.	Same time last year.	Increase.
Pork, lbs.	1,776,000	844,000	932,000
Bacon and Hams, lbs.	217,332,000	109,064,000	108,268,000
Lard, lbs.	69,794,000	37,706,000	32,087,000

GREEN AND SWEET PICKLED MEATS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, January 23, 1919.—Quotations on green and sweet pickled meats, f.o.b. Chicago, loose, are as follows:

Regular hams—Green; 8@10 lbs. ave., 25c.; 10@12 lbs. ave., 24¼c.; 12@14 lbs. ave., 24½c.; 14@16 lbs. ave., 24¼c.; 16@18 lbs. ave., 24¼c.; 18@20 lbs. ave., 24¼c. Sweet pickled, 8@10 lbs. ave., 26¾c.; 10@12 lbs. ave., 26¾c.; 12@14 lbs. ave., 26¾c.; 14@16 lbs. ave., 26¾c.; 16@18 lbs. ave., 26@27c.; 18@20 lbs. ave., 26@27c.

Skinned Hams—Green: 14@16 lbs. ave., 26½c.; 16@18 lbs. ave., 26½c.; 18@20 lbs. ave., 26½c.; 20@22 lbs. ave., 26¼c.; 22@24 lbs. ave., 26c. Sweet pickled: 14@16 lbs. ave., 27½c.; 16@18 lbs. ave., 27½c.; 18@20 lbs. ave., 19¾c.; 6@8 lbs. ave., 19¾c.; 8@10 lbs. ave., 27c.

Picnic Hams—Green: 4@6 lbs. ave., 19¾c.; 6@8 lbs. ave., 19¾c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18¾c. Sweet pickled, 4@6 lbs. ave., 19¾c.; 6@8 lbs. ave., 19¾c.; 8@10 lbs. ave., 18¾c.; 10@12 lbs. ave., 18¾c.

Clear Bellies—Green: 6@8 lbs. ave., 32c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 28c. Sweet pickled: 6@8 lbs. ave., 32c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 28c.

PORK CUTS AT NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, January 23, 1919.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows:

Pork loins, 30@32c.; green hams, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 29c.; 12@14 lbs. ave., 29c.; 14@16 lbs. ave., 29c.; 18@20 lbs. ave., 29c.; green clear bellies, 6@10 lbs. ave., 35c.; 10@12 lbs. ave., 34c.; 12@14 lbs. ave., 33c.; green rib bellies, 10@12 lbs. ave., 32c.; 12@14 lbs. ave., 31c.; S. P. clear bellies, 6@8 lbs. ave., 30c.; 8@10 lbs. ave., 31c.; 10@12 lbs. ave., 31c.; 12@14 lbs. ave., 30c.; S. P. rib bellies, 10@12 lbs. ave., 30c.; 12@14 lbs. ave., 29c.; S. P. hams, 8@10 lbs. ave., 33c.; 10@12 lbs. ave., 32c.; 18@20 lbs. ave., 33c.; city steam lard, 23¼c. nom.; city dressed hogs, 24¼c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 23c.; 10@12 lbs. ave., 22c.; 12@14 lbs. ave., 21c.; 14@16 lbs. ave., 20c.; skinned shoulders, 22c.; boneless butts, 29c.; Boston butts, 24c.; lean trimmings, 18c.; regular trimmings, 14c.; spare ribs, 18c.; neck ribs, 7c.; kidneys, 9c.; tails, 14c.; snouts, 8c.; livers, 2c.; pig tongues, 18c.

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AN EASIER COTTON OIL SITUATION.

The uneasiness existing throughout the entire vegetable oil trade recently concerning the apparently slow market and the failure of large export orders to develop as had been expected, was somewhat relieved this week, when the Census Bureau figures for the five months ending December 31, 1918, showed that the amount of crude cottonseed oil on hand at the mills on that date was actually 22,000,000 pounds less than on the same date a year ago, and that the amount of refined cottonseed oil on hand at refiners exceeded the amount on hand on that day of the previous year by about 30,000,000 pounds.

At a conference in Washington with the Food Administration on Tuesday, at which the entire War Service Committee of the refiners was present, it was made known that

since January 1 there had been export orders received amounting to nearly 100,000,000 pounds.

It was feared that conditions might jeopardize the stabilization programme of the Administration, and break the 17½ cent price for crude oil, thus compelling a break in the stabilization price for seed, and causing untold loss to farmers, seed dealers and oil mills.

But the refiners' committee voted unanimously to support the Food Administration's programme, and uphold the oil prices as long as possible, in order that calamity should be averted, and the entire season's programme be carried out. Confidence was expressed that, with War Trade Board restrictions now removed for export to allies as well as neutrals, another month will show a decided improvement in conditions.

COMPARISONS IN OIL CRUSHING.**Cottonseed and Peanut Oil Milling Results in the Southeast.**

(Special Letter to The National Provisioner from Law & Company, Inc.)

Atlanta, Ga., January 14, 1919.—We are giving herewith comparisons of December results in our laboratory for eight years. These figures require little comment, other than to call attention to the marked difference between the best work and the average work. This amounts to about \$2.28 for each ton of seed worked. Over half of the mills represented in this report are not doing as good work as the average, and their loss is much greater. It is true that a few mills are having to contend with damaged seed, but the majority of them should certainly realize that something is radically wrong and that it is possible to correct the fault.

Our next report will not show up quite as well as this one, as so many of the mills are now changing from munition lint to a 75-pound cut of mattress lint. This necessarily disarranges the whole milling system, and will cause considerable confusion for some months.

The deficiency of the oil content in both seed and peanuts is still marked. In cotton seed it is over one gallon less, and in peanuts over two gallons less than the December average. There is a slight increase in meal, but not enough to overcome the oil loss.

The quality of crude oil is very variable, as there is quite a lot of damaged seed now being crushed. A number of Georgia mills are producing choice oil, while a few are making oil of a very inferior quality.

The comparisons are as follows:

COTTONSEED MEAL.

Dec.	Samples.	Moisture.	Oil.	Ammo.	Stand.
1911	991	7.31%	7.50%	7.78%	0.96
1912	1,121	7.85	7.91	7.50	1.06
1913	1,551	8.25	7.19	7.42	0.97
1914	1,772	8.59	6.89	7.41	0.93
1915	2,064	9.94	6.25	7.14	0.87
1916	1,872	8.38	6.15	6.60	0.92
1917	1,801	8.16	6.34	6.98	0.91
1918	2,279	8.66	6.50	7.11	0.91
Last month.	2,603	8.51	6.57	7.01	0.94

PEANUT MEAL.

1917	309	7.14	7.32	7.03	1.04
1918	265	8.10	7.37	7.29	1.01
Last month.	205	7.08	6.83	7.23	0.95

BEST WORK.

C. S. meal	65	7.28	5.41	7.44	0.73
Peanut meal.	10	7.11	7.48	9.10	0.82

HULLS.

Dec.	Uncut Seed.	Oil.	Standards.
1911	0.30%	0.67%	1.91
1912	0.24	0.80	2.20
1913	0.29	0.67	1.90
1914	0.27	0.64	1.80
1915	0.19	0.45	1.28
1916	0.28	0.59	1.68
1917	0.31	0.59	1.70
1918	0.20	0.59	1.65
Last month.	0.22	0.52	1.45

PEANUTS.

1917	0.15	3.24	8.72
1918	0.00	1.29	3.44
Last month.	0.00	0.66	1.76

SEED.

Dec.	Oil (Best)	Oil (Average)	Meal
1911	42.3	40.8	983
1912	44.7	43.2	947
1913	45.7	44.2	947
1914	44.2	42.7	950
1915	43.7	42.2	977
1916	45.2	43.7	926
1917	43.9	42.4	924
1918	43.1	41.6	964
Last month.	44.3	42.8	1,004

PEANUTS.

1917	82.0	80.0	1,077
1918	80.6	78.6	1,155
Last month.	79.8	77.8	1,134

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crusher's Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and The Mississippi Cottonseed Crushers' Association.

Markets Unsettled—Export Situation Still Uncertain — Some Orders Reported — Shippers Waiting Permits—Embargo Conditions Abroad Still Creating Difficulties.

There has been no change in the cottonseed oil situation during the past week, excepting that the attention of the trade throughout the country seems to be more definitely directed toward the question of stabilization of values, and the disposition of the trade seems to be steadily growing and working toward the point of the removal of the stabilization of prices as soon as possible, and the return to normal conditions of the cottonseed oil trade and other trades. The heavy declines which have occurred in competing oils have made the position in cottonseed oil an extremely difficult one, and this condition has recently resulted in reports of very limited distribution of cottonseed oil, not only of the crude product, but in refined. In connection with this, however, the statement of the crush and distribution of cottonseed oil for the five months this season, ending with January 1, is extremely interesting.

The figures available show that the total receipts of seed have been 3,218,753 tons, giving a supply for the season of 3,259,191

tons, compared with 3,206,179 tons last year. The crush for the season has been 2,127,544 tons against 2,117,187 tons a year ago. The amount of seed remaining on hand at the end of December was 1,131,647 tons against 1,088,992 tons last year. The fact that there are slightly larger stocks of seed remaining on hand than was the case last year is due to the somewhat larger movement compared with a year ago. The commercially estimated total stock of seed available for the 1918-19 crop is about 4,400,000 tons, compared with 4,260,000 tons last year. There is remaining of this supply approximately 2,300,000 tons as against about 2,200,000 tons last year.

The production of crude oil this season has been 615,739,820 lbs. less 6,898,574 lbs., carried over at the beginning of the season; last year the production was 645,401,412 lbs. less 9,184,052 carry-over a year ago. With a somewhat smaller crush, the amount of crude oil remaining on hand at the end of the period was 103,408,881 lbs., against 170,406,638 lbs. last year. The production of refined oil has been 451,487,881 lbs. against 417,365,367 lbs. a year ago, and the stocks remaining on hand at the end of the period are 189,763,603 lbs. against 158,755,000 lbs. a year ago. Adding the stocks of refined and crude

oil together, and the situation at the end of the period shows total stocks on hand of 293,162,484 lbs. against 329,161,760 lbs. last year. The fact that the stocks are now smaller than last year, shows on the basis of the statistics that the distribution has not been curtailed by the high price, as many had complained, and that the situation as of December 31 is better than last year, as regards the supply of refined and crude oil on hand, but is not as favorable as at the same time last year as to the supplies of seed remaining to be crushed, although the seed supply remaining to be crushed is comparatively moderate, as compared with a year ago. As the crush has been larger than last year, and the stocks on hand are smaller than last year, and the exports have been smaller than last year, it is evident that the domestic distribution has taken care of a larger supply of oil than a year ago.

The position of the competing oil markets is still a very unsettled one. While there are persistent reports that export business will soon develop in large volume, and it is claimed that orders are in sight for considerable amounts of oil, and also that some contracts are already in process of being filled, the effect on the price of the competing products is still very unsatisfactory. There seems to be persistent pressure on soya bean oil, with prices at the lowest of the movement, and a very unsettled market at the decline; stocks are believed to be large, and with the uncertainty as to the effect on prices should the market for cot-

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tonseed and cottonseed oil be de-stabilized, yet there is a feeling that until the export situation is cleared up, there should be a great deal of caution used as to buying anything for forward delivery. The markets for copra and cocoanut oil are also in an unsettled state, and the feeling is one of hesitation and uncertainty. The position of the market is not very encouraging in any oils at present, and with the action of the Produce Exchange requesting the President to de-stabilize the price of cottonseed and cottonseed oil and the price of hogs, the feeling seems to be that conservative action is the one to follow, as any de-stabilization of prices might be followed by a considerable reduction in value, which would affect the holdings of everyone in the trade. The radical declines which have occurred in other oils give some indication of what might occur if there should be a de-stabilization of the prices of cottonseed and of hogs. However, this is a matter which can only develop as the season advances, and as the demand situation is more clearly developed.

SOYA BEAN OIL.—The spot demand is inactive and the market heavy. A little improvement in the demand at the coast was noted and sales were made at 11c f.o.b. sellers' tanks. Spot is quoted at 14@14½ nominal.

PEANUT OIL.—Consuming demand is slow all around and the undertone is heavy. Domestic crude is quiet at 16½@16¾c. Oriental oil is quoted at 15½@16c. nominal f.o.b. the coast sellers' tanks. Edible spot in bbls., at 20@21c.

CORN OIL.—Crude oil is dull and nominal but refined is in fair demand at \$1.85 a gal. Crude is quoted at 17½c nominal in bbls.

COCOANUT OIL.—The market is dull and featureless with consumer absorbing only actual needs. Manila oil is 14@14½c nominal in sellers' tanks, f.o.b. the coast. Ceylon dom., 15@15½c, and Cochin dom., bbls., 18@18½c.

PALM OIL.—The market is dull and without feature. Prime red, spot, —, nom.: Lagos, spot, nom.: to arrive, —; palm kernel, nom., in bbls.: Niger, 21@22c.

SEE PAGE 29 FOR LATER MARKETS.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, January 23, 1919.—Latest quotations on chemical and soapmakers' supplies are as follows: 74 to 75 per cent. caustic soda, 3¼@3½c. lb.; 60 per cent. caustic soda, 3½c. lb.; 98 per cent. powdered caustic soda, 4½@



The high excellence of our

"Buttercup" and "Snowflake"**PEANUT AND COTTONSEED OILS**

has been long recognized by the trade.

*Shipped in barrels and our own tank-cars—
or in tins, to suit our customers' convenience.***MARDEN, ORTH & HASTINGS CORPORATION**

(ESTABLISHED 1857)

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1303 Shelby St., Louisville, Ky.

136 Liberty St., New York City

Boston

Chicago

Philadelphia

Cleveland

Cincinnati

Seattle

San Francisco

4¾c. lb.; 48 per cent. carbonate of soda, 2½
@2¾c. lb.; 58 per cent. carbonate of soda,
2@2¼c. lb.; talc, 2¼@2½c. lb.; sillex, \$16@
17 per 2,000 lbs.

Clarified palm oil in casks, nominal, 20@
25c. lb.; yellow olive oil, \$3.75@4 gal.;
Cochin cocoanut oil, 18@18½c. lb.; Ceylon
cocoanut oil, 16@16½c. lb.; cottonseed oil,

\$1.57@1.58 gal.; Soya bean oil, 15@16c. lb.;
corn oil, 17½@17¾c. lb.; peanut oil, soap-
makers' 5 per cent. acidity, \$1.63@1.65 gal.

Prime city tallow (special), nominal, 10c.
lb.; dynamite glycerine, nominal, 17@17½c.
lb.; saponified glycerine, nominal, 11@12c.
lb.; crude soap glycerine, nominal, 10@10½c.
lb.; chemically pure glycerine, nominal, 19c.
lb.; prime packers grease, 9@10c. lb.

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—vegetable shortenings**Wesson Oil**

"77" CHOICE SALAD OIL "44" CHOICE BUTTER OIL
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Crude or Refined
Cotton Seed Oil
Suitable for all purposes.



We carry a stock of all grades in all the principal cities of the East.

FAT AND OIL TRADE CONDITIONS.

(Continued from page 17.)

It is not to be inferred that England will not export fats and oils to the other nations of Europe. The English are traders by instinct; they will contest vigorously for every dollar's worth of business which America secures in Europe proper. The exports of fats and oils which England has made, however, as shown by British Board of Trade statistics, and can make without disjoining her entire shipping system, are not nearly sufficient for the needs of Europe.

England has through the course of the war been able to obtain supplies of palm oil and palm kernels and peanuts and copra from Africa; from Egypt and India she has drawn cottonseed, and from Australia and New Zealand she has secured tallow. But when the total of all her imports of fats and oils are compared to the colossal pre-war imports of all Europe in pre-war days, they are small in comparison.

Needs American Oil and Pork to Trade On.

The weakness of England's position is that she must depend in large measure upon American cottonseed oil and American pork products to enable her to barter in all animal and vegetable fats and oils. To a certain extent she is also dependent upon American money.

Since America must furnish the means whereby England may accomplish her desire to re-provision Europe, is it not eminently fair that America herself fill this role?

Evidence that Britain needs American fats can be found in the message of Sir William Good, head of the British Ministry of Food, to the Canadian Food Board during December:

"Owing to the universal reduction of pigs, the world production of bacon, hams, pork and lard at present is unequal to the demands, including those of the United Kingdom, which have always been by far the largest consumer of pig products.

"The milk yield in general is greatly diminished; in fact, almost to a vanishing point in Central Europe. Holland, Switzerland and Scandinavia, which are normally large exporters of dairy products, will probably not have any considerable surplus for the United Kingdom, which will thus be practically dependent on imported fats entirely from the Dominion of Canada and the United States."

If England persists in her recent cancellation of her orders for American pork products, she will in a large measure handicap her efforts to secure a portion of the fats and oils business of Europe. She must have our pork products for replacement purposes in bartering and replenishing her own larders.

Our Government is definitely committed to its price of 17½ cents for hogs, both to the farmers and the packers. To expect America to sell pork and cottonseed products at prices not in accord with the established Government prices is unfair.

The American public has borne the burden of high prices in behalf of the Allies, and they in turn cannot do other than meet the issue fairly. If England does not change her stand then the President's \$100,000,000 food fund for Europe will accomplish the removal of our surplus food stocks in a far more expeditious and direct fashion.

England Takes Advantage of Freight Rates.

That England has so far been successful in selling oils and fats to the balance of Europe is due to the fact that American freight rates to European ports are unduly high, making our c.i.f. prices on vegetable oils higher than those of England.

This difficulty does not apply to animal fats so much as to vegetable oils, because outside of the comparatively small supplies of tallow which can be obtained from the Argentine and Australia, Europe is dependent upon America for animal fats. In vegetable oils, however, all business must be transacted upon a strictly competitive basis.

The prices for vegetable oils in American markets are in no sense out of line with the prices which obtain in primary markets throughout the world. In the Orient soya bean oil is today selling for a higher price than it is in the American market. In the Philippines copra and coconut oil is being sold at prices well in line with those which obtain in the American market, particularly when the higher freight rates from the Philippines are added to the cost price of the oil. In Java, coconut oil is being bought by the Dutch at prices which are not appreciably lower than at which it could be purchased

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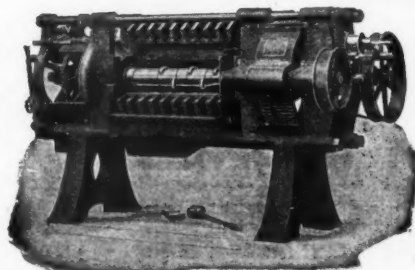
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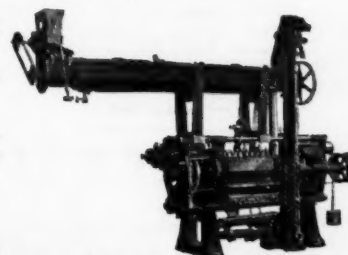
because of

1. Superior quality of oil and cake or meal.
2. Great saving in cost of production.
3. Greater simplicity in method of manufacturing.

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Cleveland, Ohio, U. S. A.



Side Drive Oil Expeller, With Foots Elevator and Tempering Apparatus.

in American markets. Here, however, as is the case in England, the Dutch have cheaper tonnage.

The keystone of the obstacle which confronts the American merchant in dealing in Europe in vegetable oils is high freight rates, and this is a condition which will inevitably be removed in the due course of time by natural processes.

Outlook for Reduced Freight Rates.

England and the United States have just jointly agreed to divide between them three million tons of German shipping. The million and one-half tons which America secures will immediately have its effect upon the American tonnage market. There are daily becoming available more and more ships, and the price of tonnage to Europe will inevitably fall to a much lower point than the quotations now made.

As soon as this event occurs, American vegetable oils will move to Europe in enormous volume, because from every responsible source of information, disinterested or otherwise, and from the reports of every competent investigator who has investigated European conditions, it is apparent that great need exists in Europe for fats and oils, and all that America requires to compete with England is low freight rates.

The likelihood of low freight rates being procured in order that American oil dealers may compete with England is even more probable because American industry as a whole is being handicapped by this same condition, and reports are being received daily that in all lines of merchandise, not only in Europe but in South America, England is underselling American merchants primarily because she has lower freight rates.

The pressure exerted by American industry as a whole, which will not stand by and allow England to dispossess it of its world trade, will inevitably accomplish what the American dealer in vegetable oils could not accomplish alone and unassisted, namely, the lowering of freight rates to Europe and South America.

COTTONSEED AND COTTONSEED PRODUCTS CENSUS.

The quantity of cottonseed received, crushed and on hand, and of cottonseed products manufactured, shipped out, and on hand, and imports and exports of cottonseed products covering the period from August 1, 1918, to December 31, 1918, are reported by the U. S. Bureau of the Census as follows:

	Cottonseed received, crushed, and on hand (tons):		
	Received at mills ¹	Crushed	On hand
	Aug. 1 to Dec. 31.	Aug. 1 to Dec. 31.	at mills Dec. 31.
Alabama	192,063	128,809	65,034
Arkansas	220,907	118,424	106,486
Georgia	532,989	341,967	197,667
Louisiana	150,226	93,605	58,219
Mississippi	347,797	188,325	161,905
North Carolina	225,886	137,487	88,930
Oklahoma	181,973	139,290	46,558
South Carolina	227,962	154,480	76,439
Tennessee	202,719	125,778	78,868
Texas	828,666	648,444	193,673
All other	107,565	49,935	57,868
United States	3,218,753	2,127,544	1,131,647

¹Does not include 40,438 tons on hand at mills Aug. 1 nor 63,564 tons reshipped.

Cottonseed products manufactured, shipped out, and on hand:

	Produced		Shipped out	On hand
	On hand Aug. 1.	Aug. 1 to Dec. 31.	Aug. 1 to Dec. 31.	Dec. 31.
Crude oil, lbs.	¹ 16,503,655	608,841,246	564,395,379	² 103,408,881
Refined oil, lbs.	² 265,875,255	³ 451,087,881	.....	² 189,753,603
Cake and meal, tons.	28,751	1,052,277	947,232	133,796
Hulls, tons.	60,425	478,156	371,217	167,364
Linters, 500-lb. bales.	30,868	579,778	341,745	268,901
Hull fiber, 500-lb. bales.	11,609	86,719	88,807	9,521
Motes, grabbats, and sweepings, 500 lb. bales.	12,453	12,457	12,728	12,182

¹Includes 3,171,885 and 8,697,071 pounds held by refining and manufacturing establishments and 6,433,190 and 43,367,369 pounds in transit to refiners and consumers Aug. 1 and December 31, respectively.

²Includes 19,821,959 and 6,481,694 pounds held by refiners, brokers' agents, and warehousemen at places other than refineries and manufacturing establishments and 14,230,077 and 11,619,138 pounds in transit to manufacturers of lard substitute, oleomargarine, soap, etc., Aug. 1 and Dec. 31, respectively. ³Produced from 492,772,973 pounds crude oil.

Imports of oil, 7,615,475 lbs. Exports of oil 23,776,274 lbs.; cake and meal, 2,631 tons; linters, 62,471 running bales.

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NEW YORK

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OIL DEPT.

PRODUCE DEPT.

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, January 24, 1919.—Market easier; prime Western, \$23.90@24; Middle West, \$23.60@23.70; city steam, 23 1/4c; refined Continent, \$28.50; South American, \$28.65; Brazil, kegs, \$29.65; compound, 23@24 1/4c.

Marseilles Oils.

Marseilles, January 24, 1919.—Copra fabrique, — fr.; copra edible, — fr.; peanut fabrique, — fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, January 24, 1919.—(By Cable.)—Beef, extra Indian mess, not quoted; pork, prime mess, not quoted; shoulders, square, 143s. 9d.; New York, 140s. 6d.; picnic, 119s. 6d.; hams, long, 170s. 6d.; American cut, 167s. 9d.; bacon, Cumberland cut, 148s. 9d.; long clear, 184s. 6d.; short back, 184s. 6d.; bellies, 200s. Lard, spot prime, 15s. 6d.; American refined, 28-lb. box, 158s. Lard (Hamburg), nominal. Tallow, prime city, not quoted. New York City special not quoted. Cheese, Canadian finest white, new, 130s. 6d. Tallow, Australian (at London), 72s.

FRIDAY'S CLOSINGS.

Provisions.

Hog products were weaker, with hogs and grain, but met support from packers.

Tallow.

The undertone is heavy with demand slow. City special loose quoted at 10c.

Oleo Stearine.

The market is dull and weak. Oleo quoted at 16c. asked.

Cottonseed Oil.

Trade quiet and featureless.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, January 24.—Hog receipts estimated 36,000. Left over, 33,088. Markets slow and steady. Cattle receipts, 8,500; sheep, 9,000.

Buffalo, January 24.—Hogs steady; on sale, 3,200, at \$18@18.10.

Kansas City, January 24.—Hogs steady, at \$15.65@17.55.

St. Joseph, January 24.—Hogs lower, at \$16.25@17.45.

Louisville, January 24.—Hogs steady, at \$17.35.

Sioux City, January 24.—Hogs steady, at \$16.75@17.15.

Indianapolis, January 24.—Hogs steady, at \$17.50@17.85.

Omaha, January 24.—Hogs steady, at \$16@17.35.

Cleveland, January 24.—Hogs steady, at \$17.80.

Detroit, January 24.—Hogs steady, at \$17.50@17.60.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to January 24, 1919, show exports from that country were as follows: To England, 3,874 quarters; to the Continent, 100,613 quarters; on orders, 20,599 quarters. The previous week's exports were as follows: To England, 33,042 quarters; to the Continent, 62,287 quarters; on orders, 129,266 quarters.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, January 18, 1919, are reported as follows:

Chicago.

	Cattle.	Hogs.	Sheep.
Armour & Co.	13,649	53,000	23,067
Swift & Co.	10,499	40,000	33,352
Morris & Co.	8,836	22,000	13,733
Wilson & Co.	9,076	21,800	12,097
G. H. Hammond Co.	5,255	21,600	...
Anglo-Amer. Provision Co.	802	17,700	...
Libby, McNeill & Libby.	5,749	...	...

Western Packing & Provision Co., 11,500 hogs; Miller & Hart, 4,900 hogs; Roberts & Oake, 8,100 hogs; Brennan Packing Co., 6,800 hogs; Independent Packing Co., 8,500 hogs; Boyd, Lunham & Co., 11,900 hogs; others, 22,900 hogs.

Kansas City.

	Cattle.	Hogs.	Sheep.
Armour & Co.	10,446	18,424	4,303
Fowler Packing Co.	1,502	...	...
Wilson & Co.	6,366	13,096	2,352
Swift & Co.	8,511	14,219	5,427
Cudahy Packing Co.	9,146	11,273	5,931
Morris & Co.	7,007	20,762	2,318
Others	1,732	170	16

Omaha.

	Cattle.	Hogs.	Sheep.
Morris & Co.	4,675	21,603	4,582
Swift & Co.	7,797	23,666	12,673
Cudahy Packing Co.	14,427	26,265	12,305
Armour & Co.	8,767	24,518	8,736
Swartz & Co.	...	2,353	...
J. W. Murphy	...	5,645	...

Lincoln Packing Co., 354 cattle; Wilson Packing Co., 638 cattle; South Omaha Packing Co., 36 cattle; John Morrell & Co., 14 cattle.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending January 18, 1919:

CATTLE.

Chicago	72,258
Kansas City	42,732
Omaha	25,755
East St. Louis	20,000
St. Joseph	13,667
Cudahy	1,059
Sioux City	9,736
South St. Paul	11,536
Fort Worth	18,000
Indianapolis	6,354
New York and Jersey City	12,033
Philadelphia	3,519
Oklahoma City	11,000
Milwaukee	1,815

HOGS.

Chicago	217,397
Kansas City	87,617
Omaha	101,008
East St. Louis	85,000
St. Joseph	62,329
Sioux City	43,605
Cudahy	29,413
Cedar Rapids	22,220
Ottumwa	16,765
South St. Paul	32,014
Fort Worth	12,000
Indianapolis	52,947
New York and Jersey City	37,943
Philadelphia	9,014
Oklahoma City	10,000
Milwaukee	19,527

SHEEP.

Chicago	77,871
Kansas City	20,918
Omaha	32,076
East St. Louis	6,000
St. Joseph	11,635
Cudahy	473
Sioux City	7,605
South St. Paul	2,330
Fort Worth	4,000
Indianapolis	185
New York and Jersey City	31,172
Philadelphia	6,581
Oklahoma City	1,200
Milwaukee	628

IMPORTS OF MEATS AND PRODUCTS.

Imports of meats and products at the port of New York reported during the past week are as follows: From Buenos Aires, 11,915 cases of corned beef.

RECEIPTS AT CENTERS

SATURDAY, JANUARY 18, 1919.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	7,911	1,000
Kansas City	1,000	9,881	20
Omaha	500	15,736	400
St. Louis	1,200	15,795	150
St. Joseph	200	8,000	...
Sioux City	950	10,476	772
St. Paul	2,550	350	600
Oklahoma City	500	2,000	...
Fort Worth	250	3,100	100
Denver	3,000	1,000	1,000
Louisville	500	1,000	50
Wichita	100	600	...
Indianapolis	700	12,000	100
Pittsburgh	...	3,000	700
Cincinnati	400	2,700	100
Buffalo	150	2,100	2,000
Cleveland	150	2,000	500
Portland, Ore.	288	219	1

MONDAY, JANUARY 20, 1919.

Chicago	32,000	39,768	31,000
Kansas City	17,000	29,672	6,000
Omaha	10,500	31,864	8,700
St. Louis	8,500	8,128	1,700
St. Joseph	4,000	28,000	5,000
Sioux City	7,000	11,000	3,000
St. Paul	3,900	9,000	2,600
Oklahoma City	5,300	8,800	...
Fort Worth	4,500	7,500	300
Milwaukee	...	11,800	...
Denver	9,000	4,000	6,000
Louisville	1,650	3,000	50
Detroit	...	3,000	...
Wichita	2,300	431	...
Indianapolis	2,000	12,000	...
Pittsburgh	2,200	6,000	4,000
Cincinnati	2,100	9,200	400
Buffalo	5,500	8,000	9,000
Cleveland	1,100	6,000	2,300
Portland, Ore.	1,555	3,633	968
New York	4,600	4,240	3,730

TUESDAY, JANUARY 21, 1919.

Chicago	16,000	56,359	21,000
Kansas City	11,000	19,345	4,000
Omaha	7,000	22,062	4,800
St. Louis	6,900	19,821	1,700
St. Joseph	2,500	17,000	1,000
Sioux City	...	12,000	...
St. Paul	...	11,000	...
Oklahoma City	1,000	1,000	...
Milwaukee	...	3,861	...
Louisville	150	2,000	50
Detroit	...	3,000	...
Wichita	...	2,062	...
Indianapolis	...	10,600	...
Pittsburgh	...	2,000	...
Cincinnati	1,000	4,297	100
Buffalo	800	4,500	3,400
Cleveland	150	1,000	500
New York	670	4,800	1,860

WEDNESDAY, JANUARY 22, 1919.

Chicago	8,000	40,861	10,000
Kansas City	12,000	20,045	3,500
Omaha	6,000	28,611	9,000
St. Louis	4,300	17,253	900
St. Joseph	4,000	18,000	2,500
Sioux City	...	16,000	...
St. Paul	...	18,000	...
Milwaukee	...	9,800	...
Louisville	...	1,000	...
Detroit	...	2,500	...
Indianapolis	...	10,000	...
Cincinnati	500	7,257	100
Buffalo	300	1,200	3,200
Cleveland	...	1,000	...
New York	1,270	5,310	254

THURSDAY, JANUARY 23, 1919.

Chicago	19,000	52,000	14,000
Kansas City	3,500	11,000	1,800
Omaha	...	23,000	...
St. Louis	5,200	3,000	600
St. Joseph	...	14,000	...
Sioux City	...	12,000	...
St. Paul	...	7,000	...
Milwaukee	...	6,288	...
Louisville	...	1,000	...
Detroit	...	1,400	...
Wichita	...	2,062	...
Indianapolis	...	10,000	...
Cincinnati	800	4,000	200
Buffalo	550	4,000	4,400
Cleveland	...	2,000	...
New York	1,050	4,210	1,420

FRIDAY, JANUARY 24, 1919.

Chicago	8,000	38,000	9,000
Kansas City	2,500	19,000	1,000
Omaha	3,500	15,000	3,500
St. Louis	2,100	13,500	350
St. Joseph	1,000	8,000	1,500
Sioux City	2,200	9,000	1,000
St. Paul	3,100	6,000	200
Fort Worth	3,000	4,800	...
Denver	800	500	27
Indianapolis	600	10,000	200

Watch Page 48 for Business Chances

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES.—The market continues steady to firm. Very little trading was reported during the past week, but the packers claim there is a much better inquiry for heavy branded hides and a few sales of small lots were made early in the week at full maximum prices. One packer sold a small lot of November light Texas steers, about 1,500 hides, at the maximum price of 26c. Spread native steers, 60 lbs. and up, are steady to firm. Januarys are quoted at 29c. Heavy native steers, 60 lbs. and up, are slow for Januarys. One of the packers recently sold December at the full maximum price of 29c., with light weights included, at the usual 1c. less. Januarys are quoted at 28c. for the heavies and 27c. for the lights. Extreme weights are closely sold up to the end of the month. January light weights sold at 22c. Texas steers, steady to firm. Recent sales of heavies of previous to January salting was at 27c. Extremes are closely sold up, with Januarys bringing 22c. January heavies are quoted at 26c.; lights, 25c., and extreme lights, 22c. Butt branded steers, 60 lbs. and up. Packers are offering January salting at 26c., with small lots moving right along. Colorado steers, 60 lbs. and up, steady. Some November are still unsold. Maximum price for November, 26c. Januarys, 25c. Branded cows, steady to strong. Well sold up and nothing being offered. January maximum, 21c. Heavy native cows, 55 lbs. and up, quiet. As in other heavy weight, buyers are not much interested. Januarys are quoted at 26c. Light native cows, 55 lbs. and down, closely sold up and nothing being offered. Januarys are quoted at 22c. Native bulls, firm. Packers sold up to first of month. Januarys quoted 19½c. Branded bulls, steady. Nothing being offered, as packers are sold up for this period. Januarys are quoted at 17½c.

LATER PACKER HIDES.—Steady. Thirty thousand branded cows, Colorado steers and butt branded steers sold at maximum prices.

COUNTRY HIDES.—A little activity was noted throughout the week in light weight hides, but the volume of trading was limited owing to scarcity of supplies. The demand for extremes, as in the past few weeks, continues strong, and buyers generally are willing to pay a premium to obtain hides of the best quality. Heavy steers, 60 lbs. and up, closely sold up and the demand is small. All recent sales were at full maximums. Januarys are quoted at 21¾c. Heavy cows, 60 lbs. and up, are in small demand. Offerings are not large and receipts small. Dealers are firm at maximums and last sales were at these rates. January maximum price is 20¾c. for this section. Buffs, 45 to 60 lbs., easy; demand, slow, but dealers claim they have no difficulty in selling buff with extremes at full prices. January, 18¾c. Extremes, 25 to 45 lbs., strong. Buyers are anxious for good quality stock and readily

pay premium over maximum rates. A car middle West extremes of good quality current receipts sold at 24c. Various other lots have been selling at 23 to 23½c. The market locally is considered around 22 to 23c., with few hides available. Bulls are unchanged. Offerings are scarce and maximum prices were paid on all recent sales. Januarys are quoted at 14¾c.

LATER COUNTRY HIDES.—Active. Ten cars of all weights were sold above maximums.

CALFSKINS.—Strong and wanted. Nothing being offered locally. A car February skins sold at 49c. and later two cars sold at 50c. One packer is asking 60c. The market to-day is considered around 55c. for February forward stock. A car of Northwestern cities sold at 45c. Countries are well sold up and now quoted at 40 to 42c. Light calf, scarce, and quoted at \$2.75 to \$3. Deacons, around \$2.50.

KIPSKINS.—Strong and closely sold up. Buyers readily take all offerings at full maximum prices. Supplies are small in all sections. Packers' kipskins are well sold up at 26c. for November and December and 25c. for Januarys. Last sales of countries were at 22½c. for November and December take-off. Januarys are quoted at 21¾c.

LATER CALFSKINS.—Prices holding at last quotations. Good sized sales made when offered.

HORSE HIDES.—Firm. Limited offerings. Countries have been selling at \$7.50 to \$8 according to lots. Cities are quoted at \$8 to \$9.

LATER HORSEHIDES.—Active. A car of mixed city and country horse sold at \$8.75.

HOG SKINS.—Quiet. No changes are noted in this market. Average run is quoted at \$1.15 to \$1.40, with all rejects and glues out at half-price. No. 1 pig skin strips are quoted at 10 to 12c. No. 1 at 8½ to 9½c. No. 3 at 5½ to 6½c., all according to measurements.

SHEEP PELTS.—The market is slow and featureless. Trading is quiet and pullers are not interested. As far as wool productions goes the current slaughter is the very best of the season. Stocks in small packers' hands are large and buyers are practically out of the market not even venturing to bid, owing to unsettled wool conditions. Packer sheep and lambs are nominally quoted around \$3. Outside city and country packers are quoted at \$2 to \$3, according to quality. Country pelts are offered at \$2 to \$2.50.

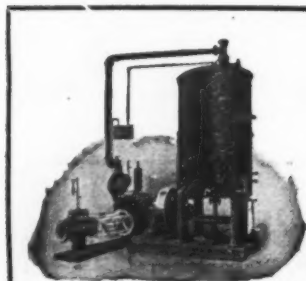
New York.

PACKER HIDES.—Not much activity was noted in this market, as outside of some native steers, branded steers and some branded cows there is nothing unsold until February 1. Most of the packers are unwilling as yet to talk on their February forward hides, although they claim that they have received quite a few inquiries and something may develop shortly. A resale, however, was noted made by a tanner of about three cars spread native steers at the full maximum price as to salting. At outside points, no sales have been reported, as the market is well sold up. Small packer hide market has ruled quiet this week as for weeks past, as packers are as yet unwilling to talk on February forward hides and they are all sold up until the first of February at former maximum.

COUNTRY HIDES.—The demand for light weight hides continues to be in evidence and higher rates than what was paid during the previous week was realized the past week. Numerous sales were noted in all parts of the country. Middle West hides were active both here, Boston and Chicago, especially on the extreme weights. A car of Ohio extremes sold at 23c.; car Middle West extremes moved at 23c.; car Ohio cows sold at 22c.; car Indiana steers at 23c.; car, 25@60 lbs., cows sold at 21½c. Some sales were reported in the West of extremes up to 24c., with most sellers now talking 23½@24c. for their choice hides. Canadian hides are not as strong as the other varieties with some sales noted at lower rates. Car, Ontario (Canadian), cows sold at 21¾c. for January-December salting, averaging 25@50 lbs. and to be delivered in February. Car of Canadian, 25 lbs. up hides sold at 19c. selected, with some more offered at 19¼c. and not taken. Pennsylvania hides are steady and were active during the past week. One collector sold his January production consisting of a car of 50 lbs. and up hides at 20½c., and his extremes at 22@23c. as to description. Sales were also noted at Philadelphia of 2,500 extremes and 2,000 country steers at the full maximums. New York State, New England, etc., all weight hides are steady and quoted at 20@20½c. for buffs, and 22@22½c. for extremes. Not many car lot sales are noted on account of the small receipts, but small lots move readily. Two cars of New York State, New England, etc., bulls sold at 16¼c. for November-December and January take-off, and 17c. for August-September and October. Southern hides are steady and some fair sized sales were noted during the past week of extremes at 22@23c., and buffs at 20@20½c. Some dealers predict that extremes will go up to the extreme rate of 30c. on account of the good demand and the shortage of stock. Buffs alone are not moving readily, but quite a few are being moved along with extremes. Middle West buffs are held at 21c., with buyers' views around 30¼c. Cows, steers and other heavy weight hides only move when buyer is in need of stock.

CALFSKINS.—Market is strong and expected to remain so owing to the good demand for light weight hides and skins. Although no actual sales have as yet been made on New York city skins, the nominal market that is expected to prevail as soon as the maximums are off are at \$4.50, \$5.50 and \$6.50 for the three weights. Sellers talk very optimistically of realizing those figures mainly on account of the 25 per cent. increase on Western skins with some sellers talking another 25 per cent. increase for their stock. Outside city skins have taken the keynote from New York cities and quoted at \$4.25, \$5.25 and \$6.25, with mixed cities and countries at \$3.75@4, \$4.75@5 and \$5.75@6. Kips are also wanted, and numerous inquiries have been around with no stocks. Cables received from Holland state that there are fair sized quantities of skins available, as the Holland tanners are not using any skins, but the government will not issue any licenses unless they can get something in exchange.

HORSE HIDES.—Strong and advancing. The last sales of city renderers' hides were at \$8.25@8.50, but dealers since then have raised their ideas up to \$10, but it is believed that if a firm bid of \$9 was made it would be accepted. Mixed city and country hides are selling at \$8@8.25, with several cars moving. Countries alone are held up to \$7.75@8. Butts are strong and have been ruling active during the past week. Several sales were made aggregating between 10,000@15,000, at prices ranging from \$2.70@2.90 for the 22 inches and up and \$2.20@2.30 for the 20-22 inches, with the other sizes in proportion. Fronts have also been active, with several sales made here and in Philadelphia at \$6.25@6.50. Some sellers are now talking higher rates, although a choice lot of fronts offered at \$7.50 failed to attract buyers. The River Plate market is strong and also quoted higher. B. A. dry hides of 8 kilos are held at \$5.50 for shipment, with dealers here claiming that 7½ kilos hides could easily bring \$6 if hides were on spot. No hides can be exported from England or France owing to the Government requisitioning all the hides. No hides in Holland.



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LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from The National Live Stock Commission Co.)

Union Stock Yard, Chicago, Jan. 22.

Choice weighty heaves are at the high point of the year thus far and never have suffered any decline; other kinds have regained most of the decline that took place on Monday and Tuesday a week ago, at which time Chicago received approximately 62,000 cattle in two days. On Monday and Tuesday of this week we had 46,000 cattle, followed by estimated receipts of only 9,000 today (Wednesday), and as a consequence today's trade is active and 10@15c. higher than Tuesday. Choice 1,300 to 1,500 lb. steers selling from \$18.50@19.75; good to choice 1,200 to 1,300 lb. cattle from \$17.50@18.50; medium to good grades weighing 1,100 to 1,260 lbs. from \$16@17, fair to medium kinds of the same weight from \$14.50@16, with cheap killers weighing from 800 to 1,000 lbs. all the way from \$13@14.50.

The moderate run of cattle during the first half of this week included liberal receipts of she-stuff, especially the medium to pretty good grades of cows and heifers, the kinds selling from \$9.50@11, which kinds, because of a liberal supply of that class, have been poor sellers, comparatively; however, everything in the she-stuff line is meeting with very good outlet, an exceptionally strong demand prevails for fat yearlings, and whatever decline took place the first of the week on cows and heifers has been regained. Bulls have been hit hard, especially the fat bulls and heavyweights, which are suffering from lack of eastern order demand. Bologna grades are a little lower in sympathy with the decline on higher priced bulls. Heavy calves have also suffered quite a setback, due to the sudden let-up in the eastern order demand, and are selling anywhere from \$1@2.50 per cwt. lower than a week ago. Vealers are in good demand at lower prices, with most of the choice kinds selling at \$15.50 and a few selected lots up to \$16.

Elevation of top hogs to \$18, due to a restricted marketward movement, was followed by liberal receipts of 56,000 on Tuesday and estimated receipts of 42,000 today (Wednesday). Logically, the market is lower and values have eased off 10@20c. from the high point, extreme top on Wednesday being \$17.85, with the bulk of the choice and desirable hogs selling from \$17.70@17.80 and other grades largely from \$17.40@17.60. The liberal holdover indicates what can be expected for a few days now that another liberal marketward movement has been started, and we expect the market to ease off a little more and also expect another congested trade for a few days until the Government takes action and again restricts the supply.

Slaughterers claim that the demoralized condition of the dressed mutton trade in the East is responsible for lowering values here during the past few days. Monday, with receipts of 31,000, while the common to medium grades were very hard to dispose of, such lots of choice fancy lambs as came forward sold about steady with last week's close. Tuesday, although supplies were estimated at only around 20,000 head, no offers were made on anything before noon time, and finally the lamb crop was cleaned up at prices fully 50c. per cwt. below Monday's average, while sheep showed a decline of about 25c. per cwt. Wednesday, with receipts estimated at 10,000, there is nothing doing up to a late hour. There is no question but what the springlike weather that has prevailed since the opening of the month is largely responsible for the sluggish conditions which features the sheep and lamb trade throughout the country. Quotations range as follows:

Good to choice lambs, \$15.75@16.25; poor to medium, \$15@15.50; culls, \$12.50@13.50; good to choice yearlings, \$13.50@14.25; fat wethers, \$11@11.25; good to choice ewes, \$10@10.50; poor to medium, \$9@9.50; culls, \$5@7; breeding ewes, \$9@11; feeding lambs, \$14.50@15.25.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., January 21, 1919.

Cattle run continues liberal; we have had 31,000 for the week ending today showing which while not quite as heavy as last week is a fair showing for this season of the year. There has been only a moderate showing of steers and none that could be called prime. The market has shown strength during the entire period and is at this writing a good 25c higher than a week ago on the best offerings in the beef class and in the yearling and butcher classes it is a full dollar higher and in spots even more. The top for the week on heavy heaves was made Friday when a string of Missouri fed steers averaging close to 1,300 lbs. brought \$18.00. The bulk of the best killers range from \$15.00@17.00 with the medium to good kinds going at \$11.00@14.50. The bulk of the run consisted of light weight and short fed kinds and these are selling in a spread of \$8.50@10.00. In the medium to good class was a string of Alabama steers which sold on Monday at \$15.00. This is a record at this point for fed cattle from that state in car loads. There is a complete reversal this week in conditions in the butcher cattle and the she stuff trade as compared with last week. Yearlings which were the poorest sellers last week have been in keen demand this week. A load of mixed yearlings topped the market at \$16.50 on Tuesday and straight heifers and good cows are quoted up to \$12.00, fancy cows selling up to \$13.50, canner cows, \$6.50@7.00.

Hog supply this week amounted to 93,000 head. The quality of the run this week shows considerable improvement over last week and can be called generally fair to good and contained very decent quantity of weighty finished hogs. The advance in grade had its effect on the mixed and butcher and good heavy classes and on these kinds the market is 20c and 35c higher than a week ago. On rough and light hogs it holds to about a steady basis while pigs show a decline of about \$1.00. Today's quotations are: Mixed and butchers, \$17.40@17.80; good heavys, \$17.60@18.05; rough, \$15.00@16.40; light, \$17.00@17.45; pigs, \$12.00@15.00; bulk, \$17.35@17.80.

Sheep run this week amounts to 6,000 head, a very light and inadequate supply. As for several weeks past it consists for the most part of lambs and there are none of them which can be called strictly good. The best we had during the week was a band of Missouri lambs which brought \$17.60, and at this writing good killers are quoted up to this price. The bulk of the run of the best kind averages from \$16.00@16.50, but they can only be called fair to medium in quality. Culls are going at \$12.00@12.50, mutton sheep, \$8.00@12.50; yearlings around, \$13.50.

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, January 21, 1919.

Cattle receipts today 11,000 head, 2,000 head less than a week ago today, and 12,000 head less for the two days of this week compared with Monday and Tuesday of last week. Market 10 to 15 cents higher, top steers \$18.00. Hog receipts today 18,000, 11,000 less than yesterday, market steady, top \$17.65. Sheep receipts 4,000, steady to strong, top lambs \$16.35, fat ewes \$10.60.

Very few prime fed steers arriving on the market, bulk run to the plain common kind. A speculator had three cars of Nebraska steers on the market, bringing \$18.00. Another speculator had a few Missouri short fed steers here today which brought \$17.45. Colorado pulpers selling up to \$16.50. Colorado pulp fed cows selling from \$10 to \$10.75, pulp fed bulls selling at \$10.00. Butcher cows selling from \$8.25 to \$11.25, canner cows

from \$6.50 to \$7.50, choice fat cows selling up to \$13.75, real calves \$11.50 to \$14.25, others slow.

Hog market opened steady today, but closing mostly 10c lower, top \$17.65, heavy hogs selling from \$17.25 to \$17.50, butchers from \$17.10 to \$17.60, lights \$17.00 to \$17.35, bulk selling from \$17 to \$17.40. Stock pigs firm at \$12.00 to \$16.00.

Sheep and lamb receipts today 4,000, 2,000 less than yesterday and 4,000 less than a week ago today, market strong. Fat lambs selling up to \$16.35, and fat ewes at \$10.60, no wethers or yearlings on the market.

OMAHA

(Special Letter to The National Provisioner.)

Union Stock Yards, January 21, 1919.

Supplies of cattle were considerably lighter this week than last estimated today at 18,500 head. There was a very broad demand for the desirable kinds of beef steers this morning and packers and outside buyers were cleaning up the holdings as fast as they arrived at prices at strong to 10@15c higher. Last week on the close the market firmed up and there was a strong undertone for good weighty beef which is proving to be quite a scarce article. Plain kinds of steers and light yearlings last week closed 25@50c lower. The good to choice 1,100 to 1,300 pound steers are now bringing from \$17.00@17.75 and medium lots from \$15.50@16.75. Several strings of steers have been bringing \$17.50@17.75 and packers seemed anxious at the price. The yearlings have been ready sellers outside of the plain warmed up grades and best kinds have brought up to \$16.50 with the bulk selling at \$14.00@15.50.

The spread in sales widened out considerably last week when canners and cutters and fair to good beef cows closed 25@50c lower and the good to choice kinds ruled steady to strong. The opening market this week saw a broader demand for all kinds on the lighter supplies and prices today were 15@25c higher. A few choice cows are bringing upwards of \$13.00, but the bulk of the good kinds are selling from \$10.00@12.00. Medium grades range from \$8.75@9.50, canners and cutters from \$7.00@8.50. Stockers and feeders are working gradually to higher figures especially the weighty kinds which are in very keen demand.

During the past week about the same state of affairs exist in the hog market every day and today's market was typical of the usual market. Packers bought up the heavy grades at prices strong to 10@15c higher, and passed up for the most part anything under 200 pounds, buying just enough to fill their orders at prices weak to 10c lower from \$16.40@17.00. Bulk of all sales ranged from \$16.80@17.20 with an extreme top of \$17.40. As compared with a week ago, the market is 10@25c lower and the close was the worst time of the day leaving quite a few hogs to be carried over.

During the past couple of weeks there has been an unsettled condition in the sheep market and trading has been irregular with a weak undertone. Prices were notably weak to 25c lower than two weeks ago as a rule last week and today while a few early lambs sold 10@15c higher, this advance was lost on the large bulk of sales. Good to choice handy weight lambs are quotable from \$15.75@16.40, heavy weights bring \$15.50@15.75, yearlings and wethers range from \$10.50@13.35 and best fat ewes bring from \$10.00@11.00. Today's supply amounted to 4,800 head, making the run 13,500 for the two days.

NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO JANUARY 21, 1919.

	Cattle.	Calves.	Sheep.	Hogs.
Jersey City	3,611	2,605	17,034	13,474
New York	5,870	3,315	8,167	21,230
Central Union	2,552	622	5,971	2,239
Totals	12,033	6,542	31,172	37,943
Totals last week	11,082	7,012	32,963	31,390

ICE AND REFRIGERATION

NEW CORPORATIONS.

Morristown, N. J.—The Ravenswood Farm Dairy Company, 21 South Street, has been incorporated with a capital stock of \$125,000.

Parkersburg, W. Va.—George W. Strong, A. G. Sine and C. T. Hiteshew have incorporated the American Creamery Co., with a capital stock of \$50,000.

Elmira, N. Y.—The Service Ice Company, Inc., has been incorporated with a capital stock of \$30,000 by J. P. Drake and G. F. Romer, 101 East Chemung Place, and S. A. Pulford, 401-407 Realty Building, Elmira, N. Y.

Esous, N. Y.—W. W. Johnstone, Inc., to deal in butter, dairy products, etc., has been incorporated with a capital stock of \$100,000 by W. W. Johnstone, 315 West 79th Street; E. C. Kuhn, 305 West 45th Street, New York, N. Y., and C. S. Dougherty, 1322 Sterling Place, Brooklyn, N. Y.

ICE NOTES.

Oklahoma City, Okla.—The New State Ice Co. will erect a brick smokestack at a cost of \$5,000.

Durham, N. C.—The proposition to erect an ice plant at a cost of \$90,000 will be voted on by the city.

Williamsport, Md.—The sawmill and sash factory of J. M. Miller will be remodeled for the manufacture of ice.

Tacoma, Wash.—The cold storage plant of the North Pacific Sea Products Company will close on or about February 1st.

Griffin, Ga.—Plans for the establishment of a cold storage plant at Griffin are being considered by L. J. Gaisser, E. P. Bridges and others.

Salisbury, Md.—Contract has been let by the Salisbury Ice Co., of which William P. Jackson is president, for the erection of a 63x95x28 feet building, mill construction to cost \$15,000.

Clarksdale, Miss.—A one-story, 50x75 brick cold storage vault will be erected by the Crawley Ice Company. Present buildings will be remodeled; new machinery and equipment being installed.

MOTOR TRUCKS GET WAR HONORS.

Copies of citations for distinguished service by French motor transport units, using American-made motor trucks, have been received in this country. Accompanying the citations was an award of the much-coveted croix de guerre to the First and Second Groupements, each operating five hundred or more White trucks in the service of the Great Headquarters Reserve No. 1. Later, this entire reserve, operating 2,500 Whites, was recognized by a similar citation.

The orders of the day read "for the finest military spirit" and "the best qualities of endurance," in moving two hundred thousand troops to the front in a few days, many of them a distance of more than one hundred miles. The task was tremendous, the crisis very grave. A supreme effort was necessary to stop the German advance last March

on the British front. Without this unprecedented movement of French reserves right into the teeth of the fighting, the issue might have been serious indeed for the Allies.

It was not uncommon for drivers to remain at their wheels twenty-four hours at a time. One groupement operated two hundred hours out of two hundred and forty. Another was on constant duty for sixty hours. Most of the White trucks participating were war veterans, some of them having been in continuous field service since 1914. After four years of war, these units performed feats which enabled their organization to win the croix de guerre. This is the first and only instance in French military history of a truck formation receiving this high honor.

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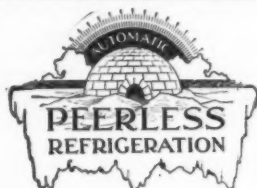
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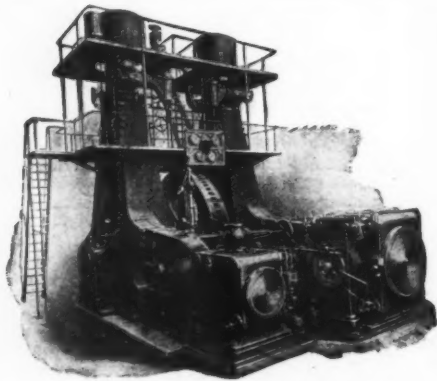
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Cincinnati—Pan Handle Storage Warehouse.
Cleveland—General Cartage & Storage Co.
Detroit—Brennan Truck & Storage Co.
Havana—Lindner & Hartman.

Jacksonville—St. Elmo W. Acosta.
Liverpool—Peter R. McGuire & Son.
Mexico, D. F.—Ernst O. Helmsdorf.
Newark—American Oil & Supply Co.
New Orleans—United Warehouse Co., Ltd.
C. Ben Thompson, 633 North St.
New York City—Roessler & Hasselacher Chemical Co., 100 William St.
Norfolk—Henry Bower Chemical Mfg. Co.
Agency, First and Front Sts.
Philadelphia—Henry Bower Chemical Mfg. Co.

Pittsburgh—Pennsylvania Transfer Co., Duquesne Freight Station; Pennsylvania Brewers Supply Co., Union Arcade Bldg.
Providence—Rhode Island Warehouse Co.; Edwin Knowles.
Richmond—Bowman Transfer & Storage Co.
Rochester—Rochester Carting Co.
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Washington, D. C.

"The doors supplied by you, in use at both plants, have been in every way satisfactory, and we think the Jamison door is the best on the market."



OSCAR MAYER & Bro., Chicago, Ill.

"Practically our entire plant is now equipped with your doors and we are very glad that this is the case. Your equipment has always given us good satisfaction."

LOUISVILLE SOAP Co., Louisville, Ky.

"Coolers at one of our plants are equipped with your doors, which have given us such satisfaction we wish to improve the doors at our old plant. We would not be warranted in throwing out the doors but would like the type hardware you supply."

GALVESTON ICE & C. S. Co.,
Galveston, Texas.

"The 27 or more doors furnished us when our plant was erected in 1913 have given perfect satisfaction in every particular. Material and workmanship in your doors come up to most severe tests."

"JAMISON" original "Jones" and "Noequal" Types of Doors

Realizing the importance of efficient refrigeration and preservation of Foodstuffs it has been strongly impressed upon our entire organization, whose services, together with our modern facilities, are being constantly utilized to capacity in most judicious handling of the large volume of business we are being favored with. Investigation will disclose the importance of your insisting upon a "JAMISON" Original "Jones" or "Noequal" Type of DOOR—Catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly JONES COLD STORAGE DOOR CO.

P. O. Box 39, HAGERSTOWN, MD., U. S. A.

FOR PURCHASING DEPARTMENTS

NEW TYPE OF HAM COOKER.

The Ham Boiler Corporation of New York, manufacturers of the Adelmann Aluminum Ham Boilers, have added a new type of ham cooker to their line. This new type gives the ham a flat, square shape, tapering towards the knuckle end, a ham that is in great demand in some parts of the country.

The flat (Type B) boilers work along the same principles as the Type A boilers, which give the ham a corded appearance. Both types have a spring attachment that keeps the ham from boiling under too great a pressure, thus assuring a considerably smaller loss in shrinkage. There is also quite a saving in doing away with the twine for tying and cloth for wrapping the ham while cooking it.

A number of packing houses have equipped their ham-boiling departments with these cookers during last year and are commenting enthusiastically on the results they obtain. These boilers are also being used to make sausage, tongue, meat loaves, bologna, etc.

VULCAN MAKES PACKING MACHINERY.

The Vulcan Iron Works, Inc., of Jersey City, N. J., has bought the entire property of Theo. Smith & Sons, Essex Street, Jersey City, and these facilities will be added to the Vulcan plant, which is one of the largest and best equipped establishments in the country for the manufacture of every kind of machinery that is used in a packing house.

The plant occupies two blocks on the west bank of the Hudson River, and with the Morris Canal on the south side, with piers for shipping directly on board their own lighters and railroad branches directly through the property.

All these facilities mean the saving of much time, labor and expense in handling material and doing business. The officers and executives are men of experience, and the new departments for the manufacture of packing house machinery will be under the supervision of skilled men in this branch of the business.

EQUIPPING A SAUSAGE FACTORY.

If you were to put up a fine, large new sausage factory to take care of your increased business, you would naturally look around for the best and most modern time and labor-saving machines. This is what Edward Fleckenstein's Sons, of Jersey City, N. J., did. In their new sausage factory just completed, they put in two largest size Buffalo Silent Meat Cutters, with a capacity of 50,000 pounds of sausage per day, also a new Buffalo meat mixer. All machines are with motors direct-connected. They state that they investigated the entire field before placing their order. Being practical, experienced business men, they wanted as good as could be obtained.

MOTOR TRUCK SAVES MEN AND COST.

Many ice companies found it necessary to curtail the delivery of ice this summer on account of the scarcity of labor. Good drivers for their teams were hard to find. Waldron & Scudder, of the Great Neck Ice Co., Great Neck, N. Y., solved the problem by

placing trucks in use. Their 1½-ton Federal truck did the work of four teams last summer, saving the wages of six men and the care and expense of eight horses. They state that the upkeep of the car was about the same as the upkeep of one team-drawn ice wagon in that section.

YORK REFRIGERATING EQUIPMENT.

Recent sales and installations of refrigerating machinery and equipment by the York Manufacturing Company are reported as follows:

U. S. Government Nitrate Plant, Sheffield, Ala.; two 50-ton vertical single-acting belt driven, high speed, enclosed type, refrigerating machines and condensing side, complete; four 24-ton and one 30-ton vertical single-acting, belt driven, high speed, enclosed type refrigerating machines, and condensing side, complete; a 50-ton raw water, flooded, freezing system and refrigerating system; a 60-ton York, improved, raw water flooded freezing system and direct expansion refrigerating system; also miscellaneous material for oxidation plant, including atmospheric super-heater and evaporator coils.

National Aniline & Chemical Company, Marcus Hook, Pa.; a 250-ton vertical, single-acting, high speed, enclosed type, refrigerating machine, direct connected to motor, and condensing side, including 26 flooded atmospheric ammonia condensers; also a refrigerating system, including 18 coils of Baudelot water coolers.

Public Service Company of Oklahoma, Tulsa, Okla.; a 34-ton freezing system.

The Cline Ice Cream Co., Charleston, W. Va.; two 30-ton vertical, single-acting, belt driven, high speed enclosed type refrigerating machines and condensing side, also a 13-ton raw water flooded freezing system and refrigerating system.

Ludwig Jager, meat market, 407 Washington Street, Hoboken, N. J.; one 2-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

The Grapico Bottling Works, Alexandria, La.; one 4-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete. This installation was made by the Rantz Engineering & Machine Works, of New Orleans, La.

Custom House, Oklahoma City, Okla.; one 4-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

Greenough Coal Company, Hellier, Ky.; one 2-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete. This installation was made by The C. M. Robinson Company, of Cincinnati, Ohio.

The Purity Ice Cream Co., Hattiesburg, Miss.; one 8-ton, vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete. This installation was made by the Rantz Engineering & Machine Works, of New Orleans, La.

Libby, McNeill & Libby, Berne, Ind.; one 20-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

U. S. Proving Grounds, Aberdeen, Md. (Ice and Cold Storage); one 8-ton and one 6-ton

vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

George Moore Ice Cream Company, Atlanta, Ga.; one 20-ton vertical single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

S. Larco & Company, (fish packers), Los Angeles, Cal.; one 4-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

The Shear Company, Waco, Texas; one 25-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

U. S. Railroad Administration, Chicago, Ill.; one 5-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete. This installation was made in the Commissary of the Chicago, Milwaukee & St. Paul Railroad Company, in Chicago, Ill.

Himes Brothers, (dairy), Dayton, Ohio; one 8-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete. This installation was made by The C. M. Robinson Company, of Cincinnati, Ohio.

Danville Candy Kitchen (Confectioners), Danville, N. Y.; one 4-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

Wagoner Creamery Company, Wagoner, Okla.; one 6-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

Harrigan & Reid Company, Detroit, Mich.; a 1 1/4 ton vertical, single-acting, belt driven, refrigerating machine and high pressure side, complete.

Bludwine Bottling Company, Augusta, Ga.; one 6-ton vertical, single-acting, belt driven, enclosed type refrigerating machine and high pressure side, complete.

Pennsylvania Hotel, New York, N. Y.; a 16 in. x 8 ft. 0 in. vertical ammonia drier-cooler-purifier, which was installed in connection with the three 65-ton refrigerating machines we recently sold them.

Swift & Company, Pawtucket, R. I.; two coils of flooded atmospheric ammonia condensers, each 20 feet long, 12 pipes high, made of 2-in. extra heavy steel pipe.

Kensington Hygeia Ice Company, Philadelphia, Pa.; four coils of flooded atmospheric ammonia condensers, each 20 feet long, 12 pipes high, made of 2-in. extra heavy galvanized pipe.

Citizens' Ice Company, Toledo, Ohio; four coils of double pipe, counter-current ammonia condensers, each 19 feet long, 12 pipes high, made of 1 1/4 in. and 2 in. pipe.

W. E. Hoffman & Brother, Phillipsburg, Pa.; three coils of atmospheric ammonia condensers, each 20 feet long, 18 pipes high, made of 2 in. pipe.

Monmouth Mutual Supply Co., Red Bank, N. J.; four coils of atmospheric exhaust steam condensers, each 20 ft. long, 12 pipes high, made of 2-in. pipe.

Ottawa Condensing Company, Ottawa, Kan.; three coils of flooded atmospheric ammonia condensers, each 20 ft. long, 12 pipes high, made of 2-in. pipe.

H. L. Neuman, York, Pa.; a 20-ton York improved, raw water flooded freezing system and 1,500 feet of 1 1/4 in. full weight pipe for ice cream hardening room.

Morganthal Bros., Philadelphia, Pa.; nine coils of atmospheric ammonia condensers, each 20 feet long, 24 pipes high, made 2-in. extra heavy pipe, and three 300-lb. double automatic rocking can dumps.

Siloam Springs Ice Co., Siloam Springs, Ark.; new framework and can covers for freezing tank, also two 12-in. vertical agitators with motors direct connected.

Yarbrough & Bellinger, Charlotte, N. C.; one 20-in. x 7-ft. vertical ammonia drier-cooler-purifier and one 20-in. horizontal belt-driven agitator.

BIG DEMAND FOR HOG PRODUCTS.

Market Expert Believes It Will Support Market to End of Hog Crop.

(Special Letter to The National Provisioner from W. G. Press & Co.)

Chicago, January 22, 1919.—The Department of Agriculture yesterday estimated the number of livestock on farms in the United States on January 1, 1919, at 75,587,000 hogs, as against 70,978,000 January 1, 1918; 49,863,000 sheep as against 48,603,000 in 1918, and cattle including milch cows, 67,866,000 as against 67,422,000 in 1918. This shows a modest increase over last year in sheep and cattle, but a pronounced increase in hogs.

Had the hogs been held back on feed this year as they were last year there would have been a bigger supply reported. In eleven markets, from October 1 to December 31 inclusive, last year there were received 6,979,000 hogs, this year during the same period there were received 9,655,000 hogs. This year favorable weather and good corn brought hogs to market in record condition and numbers for the period. The receipts of hogs in December, 1918, beat all records. Last year corn was soft and poor and could be marketed only through the hogs, and hogs were late in coming to market, swelling the 1918 Government report to an unnatural size.

We estimated early last fall that the Government would report nearly eighty million hogs on January 1, 1919. We would not have missed the mark much had not fine weather and good corn forced hogs to market before the Government count, and we think that when the Government publishes its report of hogs slaughtered in the United States from this crop our estimate will not be far out of line.

There is one thing that must be borne in mind, unless there is a bad break in the market the big supply of sows that is in the country will be held over for breeding. So considering the number of hogs that has already been marketed, and what may be reserved for breeding purposes, we are not liable to have any burdensome hog receipts after the end of February, and there will be little discussion regarding minimum prices, because the demand for meats will keep hog prices above the 17½¢ minimum price that has been established.

While the United States has gained a few million hogs since the war started, Germany has decreased many millions and we will have to fill the gap. When the war broke out Germany had twenty-five million hogs, the following year seventeen million hogs, and recent estimates give them as having only five million.

It seems to us ridiculous to think that we will not have a demand for hog products fully up to our capacity. For the year ending June 30, 1914, Germany took from this country 146,208,598 lbs. of lard. On January 1, 1919, the Bureau of Markets reported that in 541 storages we had 100,755,540 lbs. of lard on hand, nearly forty-six million pounds less than what we sold Germany alone the year previous to the war.

If Germany, with sixty-five million people whose normal requirements have been mentioned above, is without food, and other millions of people are equally destitute of meats, and the requirements of all these millions have to be supplied from the United States, some idea may be gained of the tremendous demands that will be made upon the hog product supplies in our country.

The exports of lard and bacon alone last week were 75,476,000 lbs., a record in exports for one week. It is reported that the Government has placed another order with the packers for eighty million pounds of hog products. These are facts and conditions that force conservative thinking minds to the conclusion that high-priced meats are unavoidable until Europe has been able to eat at least a few square meals, and that means the absorption of all we can furnish from the present crop of hogs.

PROVISION MARKET SITUATION.

(Continued from page 21.)

offset by a corresponding increase in the exports; with this increase in the receipts of hogs, the stocks in the country show an increase of nearly five million, so that the total production of hogs for the year, taking into consideration the increase and the stocks remaining, has been very nearly eleven million head.

BEEF.—The market is dull but steady. Mess, \$35@36; packet, \$37@38; family \$40@42; East India, \$63@64.

LARD.—The market was quiet and steady with some buying believed to be for foreign amount. Quoted: City, 23¼@23½¢; Continental, \$28.50; South American, \$28.65; Brazilian kegs, \$29.65; compounds, 23@24½¢.

PORK.—The market is quiet and barely steady due to weakness in the West. Quoted: Mess, \$50; clear, \$46@51, and family, \$53@55.

THE MOTOR TRUCK IN WINTER.

"The necessity of continuous motor truck transportation during the war brought forth many important innovations that will revolutionize overland transportation sched-

**DRYERS--EVAPORATORS--PRESSES
RENDERING TANKS AND
BY-PRODUCT MACHINERY
THE AMERICAN BY-PRODUCT MACHINERY CO.
26 Cortlandt St., New York**

We will be in the market for
HORNS
again in a few months. Please
remember us if you have horns
to offer.

**NOYES COMB COMPANY
Binghamton New York**

ules during the reconstruction period," says C. T. Silver, of the Kissel Motor Car Company. "Among such innovations, the object of which is to keep the motor truck wheels turning the year 'round, is that of Kissel's all-year cab. Tried out last year, when the most severe winter weather was experienced, it proved that through its exclusive construction features it solved the problem of those motor truck owners who wished to maintain uninterrupted schedules the year 'round by giving their drivers full protection.

"On account of the increased use of trucks in meeting the unusual present-day demands in hauling and delivering goods, truck owners are not taking any chances in having their goods, valued at thousands of dollars, placed in a position where accidents can occur. They realize that by giving their drivers full protection they are in reality protecting their trucks and its load."

Note the Difference

between keeping your place of business as clean, sweet smelling and sanitary as it should be kept and merely supposing that it is kept clean enough and you will then appreciate the advantage of using

Wyandotte
Sanitary
Cleaner and Cleanser

Where this cleaner is used not only are the better appearances that result readily noticed, but the sanitary conditions it produces also appeal to the desire of everyone for good health.

Your supply man will fill
Indian in circle your order for
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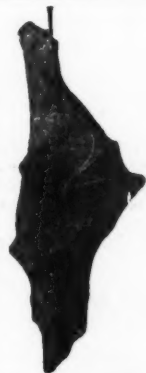
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Sole Manufacturers

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BEEF, HAM and SHEEP BAGS

We Manufacture all kinds of Stockinette
Cloth and Bags for Covering Meat

WRITE US FOR INFORMATION AND PRICES

**WYNANTSKILL MFG. COMPANY
TROY, N. Y.**

Chicago Section

The 1920 Wandering Jew—John Barley-corn.

Even the weather man conserves. He has cut down our supply of cold weather.

All our would-be mayors (and their name is legion) have a seat, but just one of 'em can win a place to plant it.

Old-time Chicago ward and precinct politicians of the "Bean him, Mike!" order would feel quite at home in Berlin election activities these days.

Swift & Company's sales of beef in Chicago for the week ending Saturday, January 18, 1919, averaged as follows: Domestic beef, 17.82 cents per pound.

When you hear one of those he-things belling for "Votes fer Wimmin," you'll find he's got his eye on a nice soft job. Give him credit for seeing which way the thing is headed, and getting out in front and hollering, "Come on!"

Roberts & Oake are making extensive additions to their plant and have, it is reported, bought another packing house. Colonel and Charles J. Roberts will sojourn in California for the next month or so. Even packers need a little relaxation now and again—change of pasture, anyhow.

And now here comes the State street coon. "Got any skuir'l whisky?" sez he to the black one-spot behind the bar. "Naw, we hain't not!" sez the chunk o' coal. "We got Ole Crow!" "Guess ah doan wan Ole Crow," said S. S. coon. "Ah doan mine climbin', but I's veh much 'posed to flyin'."

Sam accidentally dropped his dilapidated old coat down a manhole into the sewer, and was busy trying to fish it out with a pole when Gawge came along. "Wassa mattah?"

asked Gawge. Sam told him. "Whaffoh all dis fuss bout a raggy ole coat laik dat?" said G. "Lawd, man!" said Sam, "Hit's got mah lunch in it!"

Like the coon said when a quart of gin he had just bought Christmas eve dropped out of his pocket and bust on the 'ard, 'ard sidewalk. "Thah!" said he—"Crismus done come an—gone!" If all the wet goods emporiums in old Chi are closed on July 1, mout as well hang up the sign: "July 4 done come an—gone." Wat?

Many livestock men do not seem to think much of Government control of stockyards, much less of control of the packers, and point out in support of their opposition the results of Government controlled railroads. Results is what counts! sez Uptub. And results, as things stand now with the livestock interests, are such that they think "let well enough alone" is a good motto.

Guggenheim Bros. are adding a three-story building in front of the present plant, comprising general offices and coolers, and are having plans drawn for a three-story addition in the rear. They have just completed installing additional power and refrigerating equipment. This is necessary to meet the requirements of a big and growing business, built up on business principles, aiming at a combination of profit and good will, and hitting the bull's eye.

We are supposed to know everything, and we do, that is, we come as nearly knowing as it is possible and not know. Lucid enough, wot? Well, the other day A. Goof—politicker and man-about-town—whom we met in prayer meetin', asked us: "What is a split infinitive?" Now, if he'd said: "Split ale," we'd a bin there like a duck. Anyhow, we endeavored to explain that a split infinitive physically resembles a split hair, and is of about the same weight, or in other words about as heavy as the evidence so far produced proving a packer's collusion, or rather, collusion. Just then the band struck up—"Onward Crusty Sogers," and we never finished.

Its "How to get the junk?" with most of us. With the politicker—national, state or local—it's "How to get the vote?" and the junk is cinched! And "Here's How," by a Politicker. Freeing Ireland is a good opener, an old standby, sympathy with Germany is another good card. Free speech, free lunch and "freedom of the jails" for the I. W. W. and the bolshevist is another. Down with the open shop is fine. Hang Sam Insull to a sour apple tree is another. Crucify the traction barons. Three dollar wheat and twenty-five cent hogs. Also "investigate the packer." One of the newest is: A farm given to every returning soldier—providing someone furnishes the site! This is but part of the politicker's creed and commandments. Oh, yes! we forgot this: Unionize the school board!

The Chicago street car maladministrated system is nothing to go into ecstasies about, and they do say the Detroit street car company's motto is: "The longest way round is the shortest way home," accounting for the popularity of the private owned auto, and there are billions of 'em, it seems like, in Detroit. We do know, anyhow, that the street cars "tack" a whole lot, or rather, being a "dry" land proposition, they gee and haw considerably. However, "we should worry," when Frank Sullivan loans us Supt. Flanagan's car—it being city broke and a weight carrier in all kinds of going—and then again, as Frank benevolently explains, Bill's hobby is buying tires, and he loves to humor him. Bill has been with the family 17 years, hence they can take liberties with him; we should hesitate. Some day, possibly, they'll souse the old town into the suds again; then we'll get even. In the meantime, gentlemen, accept our sincerest thanks. Detroit is worth seeing—from the parquet of Flanagan's car!

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MUST BE GOOD TO OBTAIN
SATISFACTORY RESULTS
"AND YOU CAN'T BEAT CORK!" **THAS A FACK!—BRACK an MACK**
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ANHYDROUS SUPREME AMMONIA

**"EVERY OUNCE ENERGIZES"
NH₃**

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MORRIS & COMPANY

Chicago, Union Stock Yards

Established 1877
W. G. PRESS & CO.
175 W. Jackson Bldg., Chicago
PORK, LARD, SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited STOCKS

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*Recleaned Whole and Ground
Spices for Meat Packers*
CHICAGO ILLINOIS

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Union Stock Yards CHICAGO, ILL.
**Packers and Commission
Slaughterers**
Beef, Pork and Mutton
Members of the American Meat
Packers' Association

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CHICAGO**

BONE CRUSHERS



WILLIAMS

Williams Bone Crushers and Grinders are not alone suitable for grinding bone for fertilizer purposes, they are also suitable for crushing bone for glue and case hardening purposes. Every packer having to dispose of his bone whether Green, Raw, or Junk and Steamed bone, will do well to get in touch with Williams.

Williams machines are also suitable for Tankage, Cracklings, Beef Scrap, Oyster and Clam Shells, and any other material found around the packing plant requiring crushing or grinding.

Send for catalog No. 9

THE WILLIAMS PAT. CRUSHER & PULVERIZER CO.

Works:
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General Sales Dept., Old Colony Bldg.
CHICAGO

67 Second St.
SAN FRANCISCO

Watch Page 48 for Business Chances

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 13.....	38,910	3,117	48,984	37,617
Tuesday, Jan. 14.....	23,303	4,235	43,130	18,116
Wednesday, Jan. 15.....	14,518	2,988	37,962	24,346
Thursday, Jan. 16.....	11,703	3,508	53,444	17,261
Friday, Jan. 17.....	6,736	824	26,083	6,267
Saturday, Jan. 18.....	2,294	149	7,911	803
Totals last week.....	97,484	14,711	217,519	104,410
Previous week.....	98,278	14,448	300,990	135,232
Year ago.....	21,193	2,221	59,069	33,537
Two years ago.....	66,273	10,573	204,739	63,200

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Jan. 13.....	4,948	344	941	7,726
Tuesday, Jan. 14.....	3,379	283	1,430	1,623
Wednesday, Jan. 15.....	9,547	253	4,128	7,929
Thursday, Jan. 16.....	5,247	554	4,265	4,389
Friday, Jan. 17.....	3,451	171	3,321	4,592
Saturday, Jan. 18.....	554	53	189	290

Totals last week.....	27,226	1,658	13,722	26,549
Previous week.....	27,983	1,801	21,258	24,934
Year ago.....	8,973	59	16,375	5,439
Two years ago.....	21,193	2,221	59,069	33,537

TOTAL RECEIPTS FOR YEAR TO DATE.

Cattle.....	227,977
Hogs.....	639,245
Sheep.....	287,352
Combined receipts of hogs at eleven points:	
Week ending January 18, 1919.....	900,000
Previous week.....	1,058,000
Cor. week, 1918.....	450,000
Cor. week, 1917.....	821,000
Total year to date.....	2,447,000
Same period, 1918.....	1,695,000
Same period, 1917.....	2,405,000
Combined receipts at seven points for week ending January 18, 1919, with comparisons:	

	Cattle.	Hogs.	Sheep.
This week.....	308,000	711,000	225,000
Previous week.....	323,000	841,000	305,000
1918.....	150,000	387,000	143,000
1917.....	158,000	698,000	105,000
1916.....	175,000	802,000	242,000
1915.....	141,000	448,000	180,000
1914.....	142,000	471,000	260,000

TOTALS FOR YEAR WITH COMPARISONS.

	Cattle.	Hogs.	Sheep.
1919.....	725,000	1,932,000	618,000
1918.....	538,000	1,363,000	476,000
1917.....	570,000	2,002,000	628,000

CHICAGO PACKERS' HOG SLAUGHTER.

Armour & Co.....	53,000
Anglo-Amer.....	17,700
Swift & Company.....	40,000
Hammond Co.....	21,600
Morris & Co.....	22,000
Wilson & Co.....	21,800
Boyd-Lunham.....	11,900
Western P. Co.....	11,500
Roberts & Oake.....	8,100
Miller & Hart.....	4,900
Independent Packing Co.....	8,500
Brennan Packing Co.....	6,800
Others.....	22,800
Totals.....	250,600
Previous week.....	253,400
Year ago.....	59,300

WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$15.75	\$17.53	\$10.40	\$16.25
Previous week.....	16.10	17.67	10.60	16.80
Cor. week, 1918.....	12.10	16.50	12.60	17.40
Cor. week, 1917.....	10.20	16.95	10.25	14.00
Cor. week, 1916.....	8.50	7.30	7.60	10.50
Cor. week, 1915.....	8.15	6.90	5.75	8.20
Cor. week, 1914.....	8.55	8.40	5.55	7.80
Cor. week, 1913.....	7.80	7.50	5.70	8.85
Cor. week, 1912.....	6.70	6.23	4.25	6.35
Cor. week, 1911.....	6.15	7.74	4.00	5.90

CATTLE.

Choice to prime steers.....	\$18.50@19.75
Good to choice steers.....	17.50@18.50
Medium to good steers.....	15.00@17.50
Plain to medium steers.....	9.00@15.00
Yearlings, fair to choice.....	13.00@19.50
Stockers and feeders.....	8.00@13.00
Good to prime cows.....	9.50@12.75
Fair to prime heifers.....	9.00@14.75
Fair to good cows.....	7.50@9.50
Canners.....	6.25@6.85
Cutters.....	7.00@7.75
Bologna bulls.....	8.90@9.35

Butcher bulls.....	9.00@11.00
Veal calves.....	15.00@16.25

HOGS.

Fair to choice light hogs.....	\$17.35@17.80
Choice to light butchers.....	17.05@17.85
Medium weight butchers, 226-260 lbs.....	17.80@18.00
Heavy butchers, 270-350 lbs.....	17.65@17.90
Mixed packing.....	17.30@17.80
Heavy packing.....	16.95@17.25
Rough packing.....	16.00@16.95
Pigs, fair to good.....	14.25@15.25
Stags (subject to 70 lbs. dockage).....	15.25@16.25

SHEEP.

Western lambs.....	\$14.00@16.75
Native lambs, good to choice.....	13.50@16.50
Yearlings.....	11.00@14.75
Wethers, good to choice.....	9.00@12.00
Ewes, fair to choice.....	8.00@10.75

CHICAGO PROVISION MARKETS

Range of Prices.

SATURDAY, JANUARY 18, 1919.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	43.00	43.00	42.25	42.25
May.....	40.75	40.75	40.10	40.42
LARD—(Per 100 lbs.)—				
January.....	23.70	23.70	23.62	23.60
May.....	23.77	23.82	23.60	23.62
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.75	24.75	24.75	24.75
May.....	22.50	22.50	22.27	22.30

MONDAY, JANUARY 20, 1919.

PORK—(Per bbl.)—				
January.....	43.00	43.00	42.25	42.25
May.....	40.00	40.00	39.85	39.85
LARD—(Per 100 lbs.)—				
January.....	23.65	23.65	23.32	23.35
May.....	23.65	23.65	23.32	23.35
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.77	24.85	24.77	24.77
May.....	22.30	22.30	22.00	22.00

TUESDAY, JANUARY 21, 1919.

PORK—(Per bbl.)—				
January.....	43.00	43.25	42.50	42.25
May.....	39.00	40.25	39.00	40.15
LARD—(Per 100 lbs.)—				
January.....	23.30	23.35	23.20	23.20
May.....	23.30	23.65	23.30	23.60
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.50	24.50	24.50	24.50
May.....	21.80	22.25	21.80	22.17

WEDNESDAY, JANUARY 22, 1919.

PORK—(Per bbl.)—				
January.....	43.00	43.00	42.50	42.50
May.....	40.00	40.00	39.60	39.60
LARD—(Per 100 lbs.)—				
January.....	23.15	23.20	23.15	23.20
May.....	23.50	23.60	23.30	23.32
RIBS—(Boxed, 25c. more than loose)—				
January.....	24.25	24.25	24.25	24.25
May.....	22.20	22.25	21.90	21.90

THURSDAY, JANUARY 23, 1919.

PORK—(Per bbl.)—				
January.....	43.50	44.50	44.25	44.50
May.....	39.00	39.75	39.30	39.60
LARD—(Per 100 lbs.)—				
January.....	23.07	23.17	23.07	23.17
May.....	23.20	23.45	23.17	23.42
RIBS—(Boxed, 25c. more than loose)—				
January.....	23.87	23.87	23.85	23.87
May.....	21.85	21.95	21.67	21.92

FRIDAY, JANUARY 24, 1919.

PORK—(Per bbl.)—				
January.....	44.00	44.00	44.00	44.00
May.....	39.45	39.45	38.90	38.90
LARD—(Per 100 lbs.)—				
January.....	23.12	23.12	22.75	22.75
May.....	23.32	23.32	22.92	22.92
RIBS—(Boxed, 25c. more than loose)—				
January.....	23.40	23.40	23.40	23.40
May.....	21.95	21.95	21.42	21.42

†Bld. ‡Askd.

POELS & BREWSTER, Inc.
Produce Exchange Bldg., New York
Import Agents
Hides, Skins, Pickled Pelts,
Wool, Tallow and Casings

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.

Native Rib Roast.....	38	@45
Native Sirloin Steaks.....	40	@45
Native Porterhouse Steaks.....	40	@50
Native Pot Roasts.....	25	@30
Rib Roasts from light cattle.....	25	@30
Beef Stew.....	18	@28
Boneless Corned Briskets, Native.....	28	@30
Corned Rumps, Native.....	25	@30
Corned Ribs.....	20	@25
Corned Flanks.....	20	@22
Round Steaks.....	28	@30
Round Roasts.....	25	@30
Shoulder Roasts.....	25	@25
Shoulder Neck End, Trimmed.....	22	@35

Lamb.

Hind Quarters, fancy.....	35	@38
Fore Quarters, fancy.....	32	@32
Legs, fancy.....	35	@38
Stew.....	20	@25
Chops, shoulder, per lb.....	80	@85
Chops, rib and loin, per lb.....	40	@45
Chops, French, each.....		@15

Mutton.

Legs.....	22	@25
Stew.....	16	@18
Shoulders.....	22	@22
Shoulder Steaks.....	24	@25
Hind Quarters.....	25	@28
Fore Quarters.....	18	@22
Rib and Loin Chops.....	30	@35
Shoulder Chops.....	25	@28

Pork.

Pork Loin.....	30	@35
Pork Chops.....	35	@38
Pork Shoulders.....	28	@28
Pork Tenderloins.....	42	@45
Pork Butts.....	30	@30
Spare Ribs.....	18	@20
Pigs' Heads.....	18	@18
Leaf Lard.....		@30

Veal.

Hind Quarters.....	23	@32
Fore Quarters.....	20	@25
Legs.....	28	@32
Breasts.....	25	@28
Shoulders.....	25	@28
Cutlets.....	44	@44
Rib and Loin Chops.....	35	@40

Butchers' Offal.

Suet.....		@15
Tallow.....		@ 7
Bones, per cwt.....		@ 1 1/4
Calfskins, 8 to 15 lbs. (decrease).....		@ 30
Kips.....		@ 20
Heavy calves.....	12.00@16.00	
Veal calves.....	20.00@23.00	

The Independent Packing Co.

41st & Halsted Sts., Chicago, Ill.

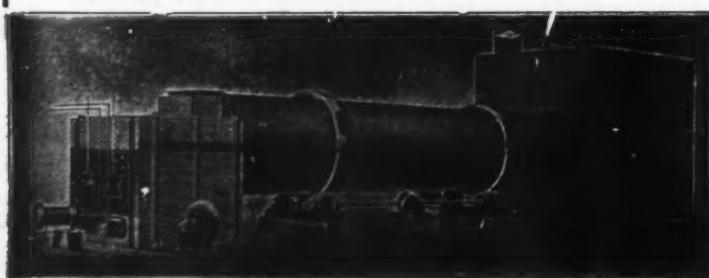
Beef, Veal, Mutton and Pork,

Finest and Select Brand

**HAMS AND BACON,
SAUSAGE SPECIALTIES,
BOILED HAMS,
Forget-Me-Not PURE LARD**

Your Orders Solicited

DRYERS AND CONTINUOUS PRESSES

Economical—Efficient
—Great CapacitySAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALLFor Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the
world. Material carried in stock for standard sizes.

Send for Catalogue T. B.

American Process Co.

68 William St. - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.	
Prime native steers	27 @28
Good native steers	24 @25
Native steers, medium	20 @22
Halfers, good	17 @19
Cows	15 @17
Hind Quarters, choice	33 @33
Fore Quarters, choice	21 @21

Beef Cuts.

Beef Tenderloins, No. 1	@45
Beef Tenderloins, No. 2	@42
Steer Loins, No. 1	@48
Steer Loins, No. 2	@40
Steer Short Loin, No. 1	@50
Steer Short Loin, No. 2	@48
Steer Loin Ends, (hps)	@30
Cow Short Loin	@25
Cow Loin Ends (hps)	@25
Cow Loin	@17
Striplin Butts, No. 3	@24
Strip Loin, No. 1	@17
Steer Ribs, No. 3	@38
Steer Ribs, No. 2	@35
Cow Ribs, No. 1	@23 1/2
Cow Ribs, No. 2	@20 1/2
Cow Ribs, No. 3	@17
Rolls	@25
Steer Rounds, No. 1	@23
Steer Rounds, No. 2	@22
Cow Rounds	@16
Flank Steak	@26
Bump Butts	@17
Steer Chucks, No. 1	@21
Steer Chucks, No. 2	@20
Cow Chucks	@15
Boneless Chucks	@19
Steer Plates	@18 1/2
Medium Plates	@17
Briskets, No. 1	@20
Briskets, No. 2	@17
Shoulder Clods	@24
Steer Navel Ends	@18 1/2
Cow Navel Ends	@15 1/2
Fore Shanks	@8
Hind Shanks	@20
Hanging Tenderloins	@20
Trimblings	@17

Beef Product.

Brains, per lb.	8 1/2 @10 1/2
Hearts	9 @10
Tongues	10 @24
Sweetbreads	31 @35
Ox Tail, per lb.	8 1/2 @9 1/2
Fresh tripe, plain	@7
Fresh tripe, H. C.	9 @9 1/2
Livers	8 1/2 @10
Kidneys, per lb.	8 1/2 @7

Veal.

Heavy Carcass	15 @18 1/2
Light Carcass	20 @22
Good Carcass	23 @25
Good Saddles	31 @32
Medium Racks	@12
Good Racks	@20

Veal Product.

Brains, each	9 @10
Sweetbreads	35 @45
Calf Livers	23 1/2 @32

Lamb.

Medium Lambs	@26
Round Dressed Lambs	@28
Saddles, Medium	@30
R. D. Lamb Pores	@24
Lamb Pores, Medium	@22
R. D. Lamb Saddles	@32
Lamb Fries, per lb.	10 @10
Lamb Tongues, each	@4
Lamb Kidneys, per lb.	@25

Mutton.

Medium Sheep	@18
Good Sheep	@21
Medium Saddles	@24
Good Saddles	@26
Good Fores	@16
Medium Racks	@14
Mutton Legs	@26
Mutton Loins	@22
Mutton Stew	@10
Sheep Tongues, each	@4
Sheep Heads, each	11 1/2 @12

Fresh Pork, Etc.

Dressed Hogs	26 @26 1/2
Pork Loins	@27
Leaf Lard	@24 1/2
Tenderloins	@27
Spare Ribs	@15 1/2
Butts	@24 1/2
Hocks	@17 1/2
Trimblings	@16
Extra Lean Trimblings	@22
Tails	@13
Snouts	@8
Pigs' Feet	@6
Pigs' Heads	@13 1/2
Blade Bones	@18
Blade Meat	@18
Cheek Meat	@15
Hog Livers, per lb.	5 @6
Neck Bones	@5 1/2
Skinned Shoulders	@24
Pork Hearts	@9 1/2
Pork Kidneys, per lb.	@8 1/2
Pork Tongues	@20
Slip Bones	@9
Tail Bones	@9
Brains	11 @12
Backfat	@12
Hams	@31
Calas	@24
Bellies	@42

SAUSAGE.

Columbia Cloth Bologna	@19
Bologna, large, long, round, in casings	@18
Choice Bologna	@19
Frankfurters	@23
Liver, with beef and pork	@18
Tongue and blood	@23
Minced Sausage	@19 1/2
New England Style Luncheon Sausage	@21
Prepared Luncheon Sausage	@21 1/2
Special Compressed Sausage	@21 1/2
Liberty Luncheon Sausage (Berliner)	@20 1/2
Oxford Lean Butts	@44 1/2
Polish Sausage	@23
Garlic Sausage	@17
Country Smoked Sausage	@20 1/2
Country Sausage, fresh	@21 1/2
Pork Sausage, bulk or link	@17 1/2
Pork Sausage, short link	@17 1/2
Boneless lean butts in casings	@23
Luncheon Roll	@21
Delicatessen Loaf	@21
Jellied Roll	@—

Summer Sausage.

D'Arles, new goods	@—
Beef casing salami	@38 1/2
Italian salami (new goods)	@42 1/2
Holsteiner	@30 1/2
Metwurst	@30 1/2
Farmer	@35 1/2
Cervelat, new	@44 1/2

Sausage in Brine.

Bologna, kits	@1.85
Bologna, 1/2 @ 1/2	3.20 @11.20
Pork, links, kits	@2.55
Pork, links, 1/2 @ 1/2	4.20 @14.70
Polish sausage, kits	@2.50
Polish sausage, 1/2 @ 1/2	4.10 @14.35
Frankfurts, kits	@2.30
Frankfurts, 1/2 @ 1/2	3.80 @13.30
Blood sausage, kits	@1.65
Blood sausage, 1/2 @ 1/2	2.70 @9.45
Liver sausage, kits	@1.80
Liver sausage, 1/2 @ 1/2	3.00 @10.50
Head cheese, kits	@1.90
Head cheese, 1/2 @ 1/2	3.10 @10.85

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 237-lb. barrels	\$16.75
Pickled Plain Tripe, in 200-lb. barrels	14.30
Pickled H. C. Tripe, in 200-lb. barrels	17.00
Pickled Ox Lips, in 200-lb. barrels	—
Pickled Pork Snouts, in 200-lb. barrels	—
Sheep Tongues, short cut, barrels	70.50

CANNED MEATS.

Corned and roast beef, No. 1	Per doz. 4.25
Corned and roast beef, No. 2	8.25
Corned and roast beef, No. 3	32.00
Corned beef hash, No. 1	—
Corned beef hash, No. 2	—
Hamburger steak and onions, No. 1	—
Hamburger steak and onions, No. 2	—
Vienna Sausage, No. 1	—
Vienna Sausage, No. 2	—

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in case	Per doz. \$3.50
4-oz. jars, 1 doz. in case	6.75
8-oz. jars, 1/2 doz. in case	12.00
16-oz. jars, 1/2 doz. in case	21.00

BARRLED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	@41.00
Plate beef	@40.00
Prime Mess Beef	@41.00
Mess Beef	@40.00
Beef Hams (220 lbs. to bbl.)	@—
Rump Butts	@41.00
Pork	@51.00
Clear Fat Backs	@52.00
Family Back Pork	@52.00
Bean Pork	@43.00

LARD.

Pure lard, kettle rendered, per lb., tes.	@26 1/2
Pure lard	@25 1/2
Lard, substitute, tes.	@24 1/2
Lard compounds	@24 1/2
Cooking oil, per gal., in barrels	@22 1/2
Cooks' and bakers' shortening, tubs	@25 1/2
Barrels, 1/4c. over tierces, half barrels 1/4c. over tierces; tubs and pails, 10 to 80 lbs., 1/4c. to 1c. over tierces.	—

BUTTERINE.

1 to 8, natural color, solids, f. o. b. Chicago	29 1/2 @31
Cartons, rolls or prints, 1 lb.	32 @34
Cartons, rolls or prints, 2 @ 5 lbs.	88 1/2 @94
Shortenings, 30 @ 60 lb. tubs	28 @28
Nut margarine, prints, 1 lb.	30 @31

DRY SALT MEATS.

(Boxed. Loose are 1/4c. less.)	
Clear Bellies, 14 @ 16 avg.	@33.25
Clear Bellies, 18 @ 20 avg.	@32.75
Rib Bellies, 20 @ 25 avg.	@32.25
Fat Backs, 10 @ 12 avg.	@24.25
Fat Backs, 12 @ 14 avg.	@24.75
Fat Backs, 14 @ 16 avg.	@25.25
Extra Short Cleans	@27.75
Extra Short Ribs	@27.50
Butts	@21.50

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@35 1/2
Hams, 16 lbs., avg.	@35
Skinned Hams	@36 1/2
Calas, 4 @ 6 lbs., avg.	@27 1/2
Calas, 6 @ 12 lbs., avg.	@26 1/2
New York Shoulders, 8 @ 12 lbs., avg.	@27
Breakfast Bacon, fancy	@30 1/2
Dried Beef Seta	@24 1/2
Wide, 12 @ 14 avg., and strip, 1 @ 7 avg.	@26 1/2
Wide, 5 @ 6 avg., and strip, 3 @ 4 avg.	@40 1/2
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	@34 1/2
Dried Beef Insides	@43 1/2
Dried Beef Knuckles	@41 1/2

Dried Beef Outsides	@41 1/2
Skinned Balled Hams	@32
Regular Balled Hams	@31
Balled Calas	@34
Cooked Loin Rolls	@34
Cooked Rolled Shoulder	@34

SAUSAGE CASINGS.

F. O. B. CHICAGO.	
Beef rounds, per set	@14
Beef export rounds	@13
Beef middles, per set	@30
Beef bungs, per piece	@15
Beef weasands	@8 1/2
Beef bladders, medium	@20
Beef bladders, small, per doz.	@96
Hog casings, free of salt, regular	@1.40
Hog casings, f. o. b., extra narrow	@1.60
Hog middles, per set	@30
Hog bungs, export	@21
Hog bungs, large	@15
Hog bungs, medium	@11
Hog bungs, narrow	@7
Hog stomachs, per piece	@10
Imported wide sheep casings	—
Imported medium wide sheep casings	—
Imported medium wide sheep casings	—

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Dried blood, per unit	6.05 @ 6.15
Hoof meal, per unit	5.50 @ 5.60
Concentrated tankage, ground	5.60 @ 5.75
Ground tankage, 11%	5.65 @ 5.75
Ground tankage, 9 and 20%	5.45 @ 5.50
Crushed tankage, 9 and 20%	4.00 @ 4.25
Ground tankage, 6 1/2 and 30%	39.00 @ 40.00
Ground raw bones, per ton	88.00 @ 93.00
Ground steam bone 2 per ton	28.00 @ 30.00

HORNS, HOOFS AND BONES.

Horns, No. 1, per ton	245.00 @ 255.00
Horns, black, per ton	65.00 @ 75.00
Horns, striped, per ton	65.00 @ 75.00
Horns, white, per ton	60.00 @ 85.00
Flat shin bones, 40 lbs. av. per ton	70.00 @ 75.00
Round shin bones, 38-40 lbs., av. per ton	70.00 @ 75.00
Round shin bones, 50-52 lbs., av. per ton	80.00 @ 85.00
Long thigh bones, 90-95 lbs., av. per ton	145.00 @ 150.00
Skulls, jaws and knuckles, per ton	45.00 @ 50.00

LARD.

Prime steam, cash	@23.20
Prime steam, loose	@22.20
Leaf	@22.25
Compound	22.50 @ 23.00
Neutral lard	27.50 @ 28.00

STEARINES.

Prime oleo	14 @14 1/2
Tallow	@12
Grease, yellow, loose	8 1/2 @ 8 1/2
Grease, A white, loose	11 1/2 @ 11 1/2

OILS.

Oleo oil, extra	31 1/2 @ 32
Oleo oil, No. 2	30 @ 30 1/2
Oleo stock	24 @ 24 1/2
Linseed, loose, per gal.	13 @ 13 1/2
Corn oil, loose	13 @ 15 1/2
Soya bean oil, seller tank, f. o. b. coast	10 1/2 @ 11

TALLOW.

Edible	11 1/2 @ 12
Prime country	10 1/2 @ 11
Packers' prime, loose	10 @ 10 1/2
Packers' No. 1, loose	9 1/2 @ 9 1/2
Packers' No. 2	6 1/2 @ 6 1/2

GREASES.

White, choice	10 @ 10 1/2
White, "A"	9 1/2 @ 9 1/2
White, "B"	8 1/2 @ 9
Bone, naphtha extracted	6 @ 6 1/2
Crackling	8 1/2 @ 8 1/2
House	6 1/2 @ 6 1/2
Yellow	7 @ 7 1/2
Brown	6 @ 6 1/2
Pigs' foot grease	11 @ 13
Garbage grease, loose	19 @ 20
Glycerine, C. P.	17 @ 17 1/2
Glycerine, dynamite	10 @ 10 1/2
Glycerine, crude soap	10 @ 10 1/2
Glycerine, candle	nom @ 12

COTTONSEED OILS.

P. S. Y., loose, Chicago	19 1/2 @ 20
P. S. Y., soap grade, f. o. b. Texas, nom.	19 @ 19 1/2
Soap stock, bbls. concn., 62 @ 65 f. o. b. Tex.	@ 6 1/2
Soap stock, loose, reg., 50% f. a. Tex.	@ 2

COOPERAGE.

Ash pork barrels, black iron hoops	2.15 @ 2.30
Oak pork barrels, bla k iron hoops	2.25 @ 2.30
Ash pork barrels, galv. iron hoops	2.35 @ 2.40
Red oak lard tierces	3.25 @ 3.25
White oak lard tierces	3.40 @ 3.50
White oak ham tierces	@4.00

Prices f.

CURING MATERIALS.

Refined saltpetre, granulated, bbls.	@26
Refined saltpetre, crystals, bbls.	@27 1/2
Double refined nitrate of soda, gran., f. o. b.	@26
N. Y. & S. F.	@6 1/2
Double refined nitrate of soda, crystals	@7 1/2
Boric acid, crystals to powdered	13 1/2 @ 15
Borax, crystals to powdered	7 1/2 @ 8 1/2
Sugar	—
White, clarified	@ 8.55
Yellow, clarified	@ 8.70
Plantation, granulated	@ 9.00
F. o. b. New Orleans. Loss 2 per cent.	
Salt—	—
Ashton, in sacks, 234 lbs.	—
Ashton, car lots, per sack	—
English packing, T. H. & Co., car lots, per sack	—
English packing, Cherokee, car lots, per sack	—
English packing, pure dried, vacuum, per sack	—
English packing, Liverpool ground alum, per sack	—
Michigan, granulated, car lots, per ton	8.35
Michigan, medium car lots, per ton	9.35

*Stocks exhausted.

Retail Section

RETAIL MARKET ADVERTISING

Business-Getting Methods Neglected by the Butcher

Written for The National Provisioner by A. C. Schueren.

EDITOR'S NOTE.—This is the first of a series of articles on advertising as a means of increasing a retail meat dealer's trade. The author, who knows trade conditions thoroughly and intimately, will discuss the subject from a practical standpoint, a "dollars-and-cents" point of view.]

In comparison to most other lines of business the retail meat business has shown a lack of progress in modern business getting methods that is most noteworthy. There are exceptions, of course but there are not many.

Compare, however, almost any other line of business. Take the shoe business. You will find a shoe store selling a well-advertised line in any good-sized town. Look at the drug stores. Take the retail grocery business, which is similar in many respects to the retail meat business, you'll find chain stores all over the country conducted by large corporations.

When one studies the history of these concerns it will be discovered that the million dollar corporations of to-day were small concerns only a few years ago. The reason for their success is simple to the student of business, because they apply every modern business principle.

They do not conduct a "meat market," but a "meat business." This seems to be the general fault in this particular line; there are too many "butchers" and not enough "meat business" men.

Advertising has been one of the most important factors in building up our large corporations—the same which were small ones some years ago. But dare approach the average retailer on the subject of advertising. He will tell you that it is all right, and a very good thing for the "other" fellow. But his business is "different"; it would be of no use to him.

This same excuse was given once to a young advertising solicitor, and he then asked the prospective client what make of collar he was wearing, what make of shoe he was walking in, what shirt he had on, and what cigar he smoked. Every time the prospective client had to admit that all the mentioned articles he wore and the cigar he smoked were well-advertised brands.

But take the food business. The baker on your corner can surely make a good biscuit and cracker. If he can, then why do you find Uneda Biscuits in most every grocery store in the country, and not the corner baker's product? There is perhaps a packer in your town who can turn out and cure some very delicious bacon. But you may find that there is more bacon of a nationally-famous brand sold in town than there is bacon of the local packer.

Look on your own table at dinner time, find out where the pork and beans come from. (This does not refer to the New England states.) You will discover they are well-advertised brands. Advertising has placed these articles, has created a demand for them.

Can the Retail Butcher Afford to Advertise.

But can the retail butcher advertise so that it will pay him?

To come down to the facts of the case, take the average meat market, of which there are so many all over the country. Let us assume this market does a business of \$800 weekly. It is not a very large amount, neither is it too small, but will fit about the average market.

Now where does the \$800 come from? From the trade, of course. An analysis shows that this amount is spent weekly by about 200 customers; in other words, to take an average it is discovered that the average sale to each customer is \$4.00. Assuming that the heavy holiday purchases will make up for the loss during Lent and other slack times, it can safely be assumed that the weekly average is \$4.00. This amount will vary, of course, depending upon locality of market, class of trade, etc. Figuring this on a yearly basis, the customer spends \$208 per year.

To arrive at the value of each customer the profit must be known, and it is safe to assume that the market operates on a basis of 5 per cent net profit on sales. Five per cent on \$208 equals \$10.40 yearly, which is the worth of each customer to this market.

When the retailer begins to analyze his trade this way, he will soon realize that there is value in advertising, for it establishes the fact that the average customer is an asset and this is the only way to look upon the trade.

Now if the average customer is worth to the retailer \$10.40 per annum, is it not worth while to get some of these assets? Supposing it would cost \$2.00 to get a new account or customer, is it not worth while? Of course it is.

This is of still greater importance to the market which can handle more business. If the clerks can handle more business, there is so much more reason to increase the business to its maximum, for the investment outside of meats will be the same.

Every retail meat dealer who is skeptical as to the value of advertising to his business will do well to analyze his trade at once and arrive at the value of the average customer. He should then ask himself if he can handle more of these "assets."

(To be continued.)

[In the next installment of this article the author will discuss various methods of going after customers to get new business.]

A DOOR WITH MAGIC IN IT.

By Guy Hubbard.

A certain great employer of men has turned a whimsical idea into riches. This man has to hire men and women to fill positions of responsibility. He has interviewed more people for positions of this kind than any one man in the world. Naturally he has some set rules to aid him in selecting those whom he wishes to employ from the hundreds who pass before him during the year. One of these rules is very simple, so simple as to appear ridiculous. It is a private door

which, when opened, discloses another door set in the same doorjam but opening outward.

All applicants interviewed by this man are asked to leave the office by way of this private door. It is on the side of the room opposite to the one through which the applicants enter.

When the young person starts out, he of course opens the inside door and expects to step out into the hall. But before he can step out he is confronted by the second door.

The interviewer is watching keenly at this moment. He notices two things: One is the mental reaction of the person opening the door; the other is the physical reaction. Some people look surprised and start backward; others simply let loose of the inner door and open the outer one and go on their way.

The ones who start backward and look surprised are always employed if everything else about the interview has been satisfactory.

This seems odd, for you would expect the employer to hire those who have enough self-possession to counteract the surprise. But this famous employer of men for a special kind of work has discovered that the surprised ones are the best for his work. For much poise means to his way of thinking that there is too much disparity between the mental and physical reaction of the individual under test. He requires a fair balance of the two.

He states another interesting thing—those who show surprise are in seventy-five cases out of a hundred frugal. They have a little money saved. He has discovered this by experiments upon thousands of people.

Which class would you belong to if you should pass through the double doors? Would you step right on through or give the tell-tale start which proves you are the man for the place?

Study your financial condition just now and consider the opportunity offered you by the Government to invest in War Savings Stamps. Reconstruction is here and the United States of America still wants and needs your money for the great work ahead. Every dollar you invest draws interest, remember. And while the principal helps the Government it is adding to your financial stability.

There are very rich people and very poor ones. You can start now to at least place yourself in the golden mean—an independence based on thrift.

The strange employer mentioned above has simply worked out a mechanical method for sifting out the thrifty of his applicants from those who are not thrifty. Frugal people are always the easiest to surprise. Any psychologist will tell you that.

LOCAL AND PERSONAL.

Fred Le Pan is soon to open a grocery and meat market in Devon, Conn.

Edgar R. and Leonard H. Hathaway will open another branch market at 520 Main Avenue, Spokane, Wash.

The meat and delicatessen market of Edward Weldon, at 820 Lafayette Street, Bridgeport, Conn., has been burglarized.

Samuel Silverstein, a butcher of Stamford,

Conn., has purchased the meat market on Greenwich Avenue, Bridgeport, Conn., conducted by Ferdinand Cramer for the past twenty years.

The Retail Grocers' and Butchers' Association, Tampa, Fla., elected the following officers for the coming year: Henry Lightfoot, president; L. M. Del Rico, vice president; E. R. Edenfield, secretary, and S. J. Drawdy, treasurer.

Fred O. Miller will open a meat market in Bruder's Block, Keene, N. H.

The Deacon Company of Zanesville, Ohio, has added to their chain of markets the Hammond & Whatacraft store on Main Street, New Lexington.

The Master Butchers' Association of Greenpoint, Brooklyn, N. Y., elected the following officers for the ensuing year: Morris Hirtz, president; August Schroeder, vice president; J. Lutz, treasurer; S. Brody, financial secretary, and J. Tappack, recording secretary.

Eugene P. White, for 25 years engaged in the meat and provision business on Broadway, Lawrence, Mass., died after a long illness, at the age of 65.

Co-operative Market Co., Newark, N. J., to conduct a general market for food products, has been incorporated with a capital stock of \$200,000.

Dobson's butcher shop in Brock, Sask., Canada, has been destroyed by fire.

At the annual meeting of the Meat Dealers' Association of Erie, Pa., the following officers were elected: Edward Weber, president; Edward Eichenlub, vice president; Theodore Landsberg, secretary and treasurer.

Lewis A. Payne, aged 36, who has been engaged in the meat and provision business for several years at Brockton, Mass., died from influenza.

Caudill's grocery and meat market at Packington, Okla., has been destroyed by fire.

Jacob H. Berkson has purchased the meat and grocery store at the corner of Church

and Jonathan Streets, Hagerstown, Md., formerly conducted by Mrs. C. D. Downs.

After fifteen years in the meat business, H. L. Silcox has sold out his store on South Pittsburgh Street, Connellsville, Pa., to his brother, A. S. Silcox.

J. P. Larson & Sons of Klemme, Iowa, are now in charge of the Garner Meat Market at Garner, Iowa.

Swanson Bros. Co., Inc., have moved from their store on Quinnesec Street, to a new location on Central Avenue, Florence, Wis.

Reeves Bros. have sold the Model Market on Eighth Avenue, Nashville, Tenn., to Rex B. Elrod.

Botz & Traugott opened a meat market on Huron Street, Berlin, Wis.

Alfred Soley opened a meat market on North Barstow Street, Eau Claire, Wis.

Jacob Sailer has sold out his meat market in Hazen, N. D., to Jacob Baszler.

O. Dobryvich's meat and grocery market in Ironton, Mich., has been taken over by Sam Marcetich.

W. E. Werner bought a meat market in Monticello, Minn.

Simon Koin has disposed of his meat market in Greensfield, Ind., to J. R. Rash and G. C. Winslow.

J. A. Buycie sold his interest in the Royal Meat Market, Sioux Falls, S. D., to his partner, W. H. Murphy.

Charles H. Huber has purchased Roy C. Umbreit's meat market at Hankinson, N. D.

L. Baumann opened a meat market at Sturgeon Bay, Wis.

A meat market has been opened in Fairmont, Minn., by Miller & Randolph.

The Sanitary Meat Market has opened a market at Rugby, N. D.

The City Meat Market at Denhoff, N. D., has been purchased by John Morlock.

Williams & Murray, New London, Iowa, have been succeeded in the meat and grocery business by J. D. Williams & Co.

The Florence Grocery & Meat Co., Florence, Wis., has been dissolved. Fred E. Olin is now sole owner.

A Mr. Schafer from Milwaukee, Wis., will open a meat market at the Wind Lake Station, Wis.

Abbott Bros. have installed a meat department in connection with their grocery market at New Duluth, Minn.

Bert Zenor has sold out his meat market in Wessington, S. D., to Jay Welker.

Stoyke & Co. have sold their meat market in Pine Island, Minn., to Charles Shay.

The Farmers' Meat Market at Minot, N. D., has been taken over by D. M. Shorb.

Arthur Greenfield bought an interest in the Pennock Meat Market, Pennock, Minn.

The meat market of Thomas Slavoff, Albion, Mich., has been destroyed by fire.

Sam McNitt has purchased the meat business of "Doc" Sawyer, Conklin, Mich.

Neffzinger & Son have disposed of their meat market in Lexington, Neb., to Howard Raser.

L. H. Hillard has sold out his meat market in Erickson, Neb.

Walter Bowman has purchased the butcher shop of N. C. Hanson, in Cedar Bluffs, Neb., and takes possession February 1.

Frank Weulff has purchased the butcher shop of William Fick in Fort Calhoun, Neb.

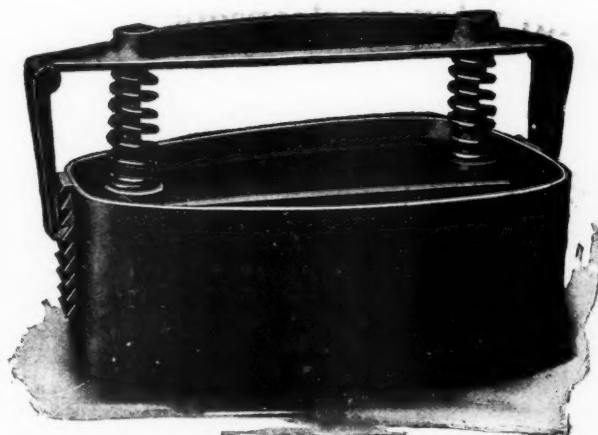
Lee Miller has purchased an interest in the Hockenberry Meat Business, Aurora, Neb.

The Cash-Carry Market has been opened at 504 Delaware Street, Leavenworth, Kan., by John R. Brewster.

Philip W. Kraus has purchased the De Soto Meat Market, De Soto, Kan., from A. M. Walker.

Jesse Taylor and Marion Overturf have engaged in the meat business at 310 West Grand Avenue, Frederick, Okla.

James Miller has opened a meat market in Wagoner, Okla.



Type B Boiler, made in two sizes. Shapes ham square and flat, tapering toward the knuckle-end, as illustrated below.



The Ham Containers Producing Perfect Boiled Hams

With great saving in shrinkage.

No string needed for tying the ham.

No cloth wrapper while boiling the ham.

Best shaped ham with excellent cut from start to finish.

Best quality ham. It cooks in its own juice, thus retaining its flavor and nourishing qualities.

Holds together firmly under any conditions.

Boilers—Made of cast aluminum. No rust spots. Always sanitary.

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is the "big brother" of all cleansing agents. There's maximum efficiency and minimum effort in every ounce of it. It is dependable, does the job in short order, and saves elbow-grease—the everlasting scrub, scrub, scrub that you buy with inferior cleansers.

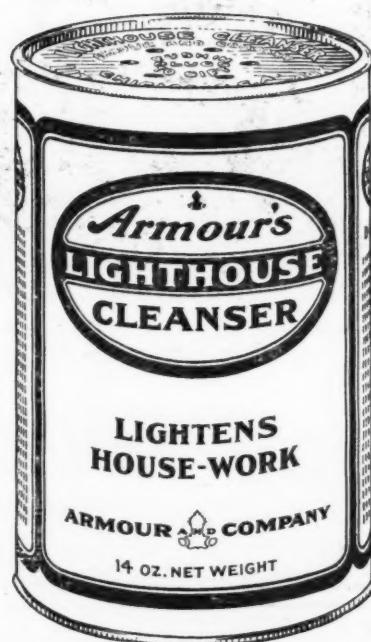
A Regular Dirt Ferret

It is labor-saving, time-saving, money-saving—making it the great American thrift cleanser. Every packing house and every factory should be equipped with Lighthouse Cleanser, which ferrets out every speck of dust and dirt and insures those clean, wholesome conditions typical of perfect sanitation.

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EAST SIDE PACKING CO., East St. Louis, Ill.
Pork and Beef Packers
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 Write or wire us when in the market for provisions of all kinds.

ANTON STOLLE & SONS PORK AND BEEF PACKERS
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 LIVE STOCK PURCHASING AGENTS **EXCLUSIVELY**
 Union Stock Yards—CINCINNATI Michigan Central Stock Yards—DETROIT
RESULTS SPEAK FOR THEMSELVES. WRITE

MURPHY AND GRIMES NATIONAL STOCK YARDS
 Illinois, (East St. Louis)
Live Stock Purchasing Agents
 WE GIVE OUR CAREFUL PERSONAL SUPERVISION TO ALL ORDERS :-:- It Will Pay You to Get In Touch With Us

New York Section

Genial "Jack" Smith, head of Swift & Company's refinery department, was a visitor to New York during the past week.

A. C. Dean, head of Swift & Company's credit department in New York, and H. G. Clark, of the produce department, were in the West this week.

Swift & Company's sales of beef in New York City for the week ending January 18, 1919, averaged as follows: Domestic beef, 21.99 cents per pound.

George B. Robbins, vice president of Armour & Company, and Charles A. Neyer, assistant general manager at London, England, were visitors in New York this week.

Vice President John A. Hawkinson of Wilson & Company was in New York this week. F. J. Garvey, of the lard sales department, and E. B. Kitzinger, purchasing agent for the company, were also in town.

T. W. Taliaferro, vice president and general manager of Hammond Standish & Co., Detroit, Mich., was in New York this week on his return from Washington, where he went to appear in opposition to legislation for government operation of the meat industry.

The annual entertainment and ball of the Wilson & Company Employees' Mutual Benefit Association will take place at the Central Opera House, No. 205 East 67th street, on Friday evening, February 7. This event, postponed last year because of the war, will be carried out with elaborate preparations. Mr. Thomas E. Wilson and family will be present, with other officials from Chicago.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the City of New York during the week ending January 18, 1919, by the New York City Department of Health: Meat, Manhattan, 1,200 lbs.; Brooklyn, 9,087 lbs.; Bronx, 250 lbs.; Queens, 8 lbs.; total, 10,536 lbs. Horse Meat—Brooklyn, 3,525 lbs. Fish—Manhattan, 9,248½ lbs.; Brooklyn, 140 lbs.; total 9,388½ lbs. Poultry—Manhattan, 4,060¼ lbs.; Queens, 1,400 lbs.; total, 5,460¼ lbs.

TESTIMONY OF J. OGDEN ARMOUR.

(Continued from page 14.)

declared the company had undertaken the sale of many lines which it did not manufacture only because of the demand from their customers, who could not obtain satisfactory service elsewhere. He denied that his firm had entered or intended to enter the retail business.

The packers' interests in stockyards and adjunct institutions, such as belt railways, rendering plants, serum plants, market newspapers and cattle loan associations, were declared by Mr. Armour to be a necessary outgrowth of the business, but not detrimental to the public welfare, as the Federal Trade Commission charged. All these things, the witness said, were essential to the suc-

cessful marketing of livestock, without which the producer would suffer.

Ownership of Cars and Efficiency.

Questioned as to the Government ownership and operation of all refrigerator cars, Mr. Armour said that he believed the packers would suffer through decreased efficiency.

"The packers would have no objection to Government ownership or control of stock cars provided they could have some tangible guarantee that they would get the cars they need," he declared.

In reply to a question by Representative Esch (Wisconsin) on the effect of packer ownership of stockyards Mr. Armour said:

"If any one else can operate the stockyards as well as the packers I have no objection to their being operated by others. We think we get better efficiency out of our management than the railways get."

Suggests Central Livestock Control.

Mr. Armour continued on the stand on Wednesday and was questioned by members of the committee. He said his salary was \$25,000 a year and had never been any higher.

He asserted that Armour & Company would welcome means to enable livestock producers to market their animals at a price based on the cost of production, suggested a possible means of obtaining this, and renewed his opposition to a pending bill to empower the Government to take over control of adjuncts of the packing industry.

Mr. Armour said he thought the control bill probably meant ultimate government ownership of the packing industry, and he agreed with Representative Cooper of Ohio, that if the bill were constitutional, there was no limit to which the Government might not go in controlling private industry.

Representative Hamilton of Michigan attempted to develop the possible effect on the packers of the food relief appropriation of \$100,000,000 requested by President Wilson.

"They say that the fund will enable the packers to sell in Europe a great surplus of salt pork, which has been accumulated in England and which the people there won't eat now that the war crisis is past," Mr. Hamilton said.

Mr. Armour replied that the packers perhaps had larger stocks of salt pork than ordinarily, but he thought there was going to be a demand for it.

Representative Winslow of Massachusetts, questioning Mr. Armour regarding his company campaign of publicity, elicited this reply:

"If it is commendable for the Administration of this country to spend untold millions to defend its conduct of its business," Mr. Armour said, "it certainly is not reprehensible for a business corporation to follow its example."

Mr. Armour told Representative Rayburn that what the packers objected to most in the Federal Trade Commission's inquiry was the commission's trial of the packers through the newspapers.

"Did the newspapers ever give you a chance to answer," asked Mr. Rayburn.

"No," Mr. Armour replied.

PREDICTS PORK SHORTAGE IN U. S.

Shortage in pork and pork products will confront the American people within the next three months if the United States Government's programme to meet British requirements is carried out as originally planned. This opinion was expressed on Wednesday by F. S. Snyder, chief of the Food Administration's meat division, who warned that American consumers should not expect lower prices on these products just because of the great surplus age that now exists. He said he would not recommend abandonment of the minimum price agreement when the hog committee meets next week to consider the February price.

DEATH OF FAMOUS SAUSAGE MAKER.

Milo C. Jones, dairyman and sausage-maker, whose sausages packed in paper cartons were sold all over the country, thanks to his unique advertising, died at his home at Fort Atkinson, Wis., on January 18, at the age of 70. He leaves a widow, daughter and son. The family had lived on the same farm ever since it was obtained by government patent, and here Jones conducted his sausage business.

WESTERN DRESSED MEAT PRICES AT EASTERN MARKETS.

Wholesale prices of Western dressed beef, lamb and mutton at leading Eastern markets on representative market days this week are reported as follows by the Office of Markets of the United States Department of Agriculture:

WEDNESDAY, JANUARY 22, 1919.				
Fresh beef, Western dressed:				
Steers:	Boston.	New York.	Philadelphia.	Washington.
Choice	\$25.00@28.00	\$21.00@	\$27.00@	\$25.00@
Good	23.00@24.00	23.00@24.00	23.00@26.00	23.00@
Medium	21.00@22.00	20.00@23.00	20.00@22.00	20.00@23.00
Common	20.00@21.00	17.00@20.00	17.00@19.00	17.00@18.00
Cows:				
Good	18.00@	18.00@19.00	18.00@20.00	18.00@
Medium	15.00@16.00	17.00@18.00	16.00@17.00	15.00@17.00
Common	14.50@15.00	15.00@17.00	13.00@15.00	14.00@15.00
Bulls:				
Good	14.50@15.00	16.00@17.00	16.00@	
Medium	14.00@14.50	13.00@15.00	15.00@16.00	
Common	13.00@14.00	12.00@13.00	14.00@15.00	
Fresh lamb and mutton, Western dressed:				
Lamb:				
Choice	24.50@25.00	24.00@25.00	25.00@	25.00@
Good	24.00@24.50	23.00@24.00	24.00@25.00	22.00@25.00
Medium	23.00@24.00	22.00@23.00	23.00@24.00	20.00@22.00
Common		19.00@21.00	20.00@22.00	17.00@20.00
Yearlings:				
Good		20.00@21.00		
Medium		18.00@20.00		
Mutton:				
Good	17.00@18.00	17.00@18.00	18.00@20.00	
Medium	15.00@17.00	16.00@17.00	15.00@16.00	
Common	14.00@15.00	15.00@16.00	13.00@14.00	

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AND IN ADDITION DISCHARGES THE SEDIMENTS

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Our factory, equipped with the most modern and up-to-date Can Making Machinery, insures the best possible service and quality of Goods.

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NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, light Virginia	\$13.75@15.15
Oxen, common	@ 8.25
Bulls, ordinary to choice	7.00@11.00
Cows, common to good	4.85@ 9.50

LIVE CALVES.

Live calves, common to prime	\$13.00@17.00
Live calves, barnyards	@ 6.00
Live calves, fed	@ 8.00
Live calves, Western	@ 7.50
Live calves, culls	10.00@12.00

LIVE SHEEP AND LAMBS.

Live lambs	\$13.00@16.50
Live lambs, culls	@ 10.00
Live lambs, yearlings	@ 10.00
Live sheep	—@—
Live sheep, culls	@ 5.00

LIVE HOGS.

Hogs, heavy	@ 18.00
Hogs, medium	@ 18.00
Hogs, 140 lbs.	@ 17.75
Pigs	@ 17.25
Roughs	@ 15.50

DRESSED BEEF.

Choice native heavy	.27 @28
Choice native light	.25 @27
Native, common to fair	.22 @24½

WESTERN DRESSED BEEF.

Choice native heavy	.27 @28½
Choice native light	.26 @27½
Native, common to fair	.23 @24½
Choice Western, heavy	.25 @26½
Choice Western, light	.21 @22½
Common to fair Texas	.18 @19½
Good to choice heifers	.22 @23½
Common to fair heifers	.23 @24½
Choice cows	.19 @20½
Common to fair cows	.15 @17½
Fresh Bologna bulls	.15 @17½

BEEF CUTS.

	Western.	City.
No. 1 ribs	.36 @37	.38 @40
No. 2 ribs	.26 @30	.34 @36
No. 3 ribs	.20 @24	.31 @33
No. 1 loins	.36 @37	.40 @42
No. 2 loins	.26 @30	.36 @38
No. 3 loins	.20 @24	.33 @35
No. 1 hinds and ribs	.30 @31	.22 @24
No. 2 hinds and ribs	.28 @30	.28 @31
No. 3 hinds and ribs	.26 @27	.24 @27
No. 1 rounds	.22 @23	.24 @25
No. 2 rounds	.20 @21	.24 @25
No. 3 rounds	.17 @18	.23 @25
No. 1 chucks	.18 @20	.22 @23
No. 2 chucks	.16 @17	.22 @23
No. 3 chucks	.14 @15	.21 @21

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	.26 @28
Veals, country dressed, per lb.	.25 @26
Western, calves, choice	.24 @25
Western, calves, fair to good	.20 @22
Grassers and buttermilks	.14 @18

DRESSED HOGS.

Hogs, heavy	@ 23½
Hogs, 180 lbs.	@ 23½
Hogs, 160 lbs.	@ 24½
Hogs, 140 lbs.	@ 24½
Pigs	@ 25½

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	.25 @26
Lambs, choice	.23 @24
Sheep, choice	.17 @18
Sheep, medium to good	.16 @16
Sheep, culls	.15 @15

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@ 35½
Smoked hams, 12 to 14 lbs. avg.	@ 35
Smoked hams, 14 to 16 lbs. avg.	@ 34
Smoked picnic, light	@ 26½
Smoked picnic, heavy	@ 26
Smoked shoulders	@ 26
Smoked beef tongue, per lb.	.23 @29
Smoked bacon (rib in)	@ 36
Dried beef sets	.42 @46
Pickled bellies, heavy	@ 34

FRESH PORK CUTS.

Fresh pork loins, city	@ 31
Fresh pork loins, Western	@ 29
Frozen pork loins	@ 27
Fresh pork tenderloins	@ 38
Frozen pork tenderloins	@ 37
Shoulders, city	@ 28
Shoulders, Western	@ 26
Butts, regular fresh Western	@ 31
Butts, boneless fresh Western	@ 31
Fresh hams, city	@ 33
Fresh hams, Western	@ 31
Fresh picnic hams, Western	@ 25

BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	85.00@ 90.00
per 100 pcs.	
Flat shin bones, avg. 40 to 45 lbs. per	
100 pcs.	75.00@ 80.00
Black hoofs, per ton	75.00@ 80.00
Striped hoofs, per ton	75.00@ 80.00
White hoofs, per ton	90.00@100.00
Thigh bones, avg. 85 to 90 lbs. per	
100 pcs.	150.00@160.00
Horns, avg. 7½ oz. and over, No. 1's	225.00@240.00
Horns, avg. 7½ oz. and over, No. 2's	150.00@175.00
Horns, avg. 7½ oz. and over, No. 3's	100.00@125.00

BUTCHERS' SUNDRIES.

Fresh steer tongues, L. C. trim'd	@25c. a pound
Fresh steer tongues, untrimmed	@20c. a pound
Fresh cow tongues	@20c. a pound
Calves' heads, scalded	@70c. a piece
Sweetbreads, veal	@100c. a pair
Sweetbreads, beef	@40c. a pound
Calves' livers	@35c. a pound
Beef kidneys	@15c. a pound
Mutton kidneys	@5c. each
Livers, beef	@18c. a pound
Oxtails	@16c. a pound
Hearts, beef	@16c. a pound
Rolls, beef	@26c. a pound
Tenderloin beef, Western	.24 @34c. a pound
Lamb's fries	@12c. a pair
Extra lean pork trimmings	@23c. a pound

BUTCHERS' FAT.

Ordinary shop fat	@ 4
Suet, fresh and heavy	@ 10
Shop bones, per cwt.	.25 @35

SAUSAGE CASINGS.

sheep, imp., wide, per bundle	•
sheep, imp., medium wide, per bundle	•
sheep, imp., medium, per bundle	•
sheep, imp., narrow, per bundle	•
Hog, free of salt, tea. or bbla., per lb., f.	
o. b. New York	@1.40
Hog, extra narrow, selected, per lb.	@1.00
Hog middles	@20
Hog bungs	—@—
Beef rounds, domestic, per set, f. o. b. New	
York	@14
Beef rounds, export, per set, f. o. b. New	
York	@18
Beef bungs, piece, f. o. b. New York	@17
Beef middles, per set, f. o. b. New York	@35
Beef weasands, No. 1s, each	@ 8½
Beef weasands, No. 2s, each	@ 4
Beef bladders, small, per doz.	@ 4

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white	32	34
Pepper, Sing., black	24	28
Pepper, Penang, white	—	—
Pepper, red	23	26
Allspice	11	13
Cinnamon	27	31
Coriander	10	12
Cloves	40	45
Ginger	24	27
Mace	60	65

CURING MATERIALS.

Refined saltpetre, granulated, bbla.	@26
Refined saltpetre, crystals, bbla.	@27½
Double refined nitrate of soda, gran., f.o.b.	
N. Y. and S. P.	@ 6½
Double refined nitrate of soda, crystals	@ 7
Boric acid, crystals to powdered	.13½ @15
Borax, crystals to powdered	7½ @ 8½

GREEN CALFSKINS.

No. 1 skins	@ .50
No. 2 skins	@ .48
No. 3 skins	@ .28
Branded skins	@ .33
Ticky skins	@ .33
No. 1 B. M. skins	@ .42
No. 2 B. M. skins	@ .40
No. 1, 9¼-12¼ lbs.	@ 5.00
No. 2, 9¼-12¼ lbs.	@ 4.89
No. 1 B. M., 9¼-12¼ lbs.	@ 4.00
No. 2 B. M., 9¼-12¼ lbs.	@ 3.80
Branded skins, 9¼-12¼ lbs.	@ 3.50
Ticky skins, 9¼-12¼ lbs.	@ 3.50
No. 1, 12¼-14 lbs.	@ 5.25
No. 2, 12¼-14 lbs.	@ 5.00
No. 1 B. M., 12¼-14 lbs.	@ 4.75
No. 2 B. M., 12¼-14 lbs.	@ 4.50
No. 1 kips, 14-18 lbs.	@ 5.50
No. 2 kips, 14-18 lbs.	@ 5.25
No. 1 B. M., 14-18 lbs.	@ 5.25
No. 2 B. M., 14-18 lbs.	@ 5.00
No. 1 heavy kips, 18 lbs. and over	@ 5.75
No. 2 heavy kips, 18 lbs. and over	@ 5.50
Branded kips	@ 4.25
Heavy branded kips	@ 4.75
Ticky kips	@ 4.25
Heavy ticky kips	@ 4.75

All skins must have tail bone cut.

DRESSED POULTRY.

Turkeys—Fresh, dry packed, boxes—	
Western, fancy, dry pickled	@ 44
Western, fancy, scalded	@ 43
Western, fair to good	@ 42
Turkeys—Fresh, dry packed, barrels—	
Western, dry pickled, choice young hens,	@ 44
per lb.	

Western, choice, young hens and toms,	per lb. @44
Western, choice young toms, per lb.	..... @44
Western, scalded, choice, per lb.	..... @43
Western, fair to prime, per lb.	..... @42
Western, inferior	..... @32
Western, old hens, per lb.	..... @41
Western, old toms, per lb.	..... @37
Ky. and Tenn., choice, per lb.	..... @44
Ky. and Tenn., fair to good	..... @40
Texas, fancy	..... @40
Texas, fair to good	..... @38

FRESH CHICKENS.

Chickens—Fresh, dry-packed, 12 to box—	
Western, milk-fed, 17 lbs. to doz., per	lb. @42
Western, milk-fed, 18 to 24 lbs. to doz.,	lb. @42
Western, corn-fed, 17 lbs. to doz., per	lb. @40
Western, corn-fed, 18 to 24 lbs. to doz.,	lb. @40
Chickens—Fresh—Dry-packed, barrels—	
Va., milk fed, 5 to 6 lbs. to pair, per lb.	.31 @32
Va., 8 lbs. and over to pair, per lb.	.34 @35
Phila. and L. I., 2 to 4 lbs. to pair, per lb.	.50 @56
Phila. and L. I., 8 lbs. and over to pair	.42 @43
Pennsylvania and Md., mixed weights	.33 @34
Penn. and Md., 8 lbs. and over to pair	.35 @36
West'n, milk fed, 5 to 7½ lbs. to pair	.32 @33
West'n, milk fed, 8 lbs. and over to pair	.33 @34
West'n, milk fed, 9 to 10 lbs. to pair	.34 @35
West'n, corn fed, 5 to 7½ to pair, per lb.	.26 @29
West'n, corn fed, 8 lbs. and over to pair	.30 @32
West'n, corn fed, 9 to 10 lbs. to pair	.32 @34
Ohio and Michigan, 4 lbs. each	.32 @33
Ohio and Michigan, small to med. sizes	.30 @31
Other western, scalded, 4 lbs. each	.31 @32
Other w'n scalded, med. to small sizes	.29 @30
South'n, corn fed, barrels or kegs, per lb.	.30 @31

Other Poultry—

Squabs, prime, white, 10 lbs. to doz.,	per doz. @10.00
Spring ducklings, Long Island, per lb. @—

Ducks—Fresh—Dry packed—

Wisconsin, fattened, per lb.	..... @38
Ohio and Michigan, prime, per lb.	..... @36
Other western, per lb.	..... @35

Geese—Fresh—Dry packed—

Wisconsin, fattened, per lb.	..... @34
Ohio and Michigan, prime	..... @31
Other western, per lb.	..... @29

Fowls—Fresh—Boxes—Dry packed, milk-fed—

Western, 60 lbs. and over to dozen	..... @35½
Western, 45 to 56 lbs. to dozen	..... @35
Western, 43 to 47 lbs. to dozen	..... @33½
Western, 36 to 42 lbs. to dozen	..... @31
Western, 30 to 35 lbs. to dozen	..... @30
Western, under 30 lbs. to dozen	..... @29

Fowls—Fresh—dry packed—barrels

Western, 5 lbs. and over, per lb.	..... @34
Southwestern, dry-picked, mixed weights	..... @30½

Capons—

Philadelphia, 8 lbs. and over, each	..... @51
Philadelphia, 6 to 7 lbs. each	..... @50
Philadelphia, slips	..... @47

Old Cocks—Fresh—Dry packed, barrels—

Dry-picked No. 1	..... @25
Scalded	..... @24

LIVE POULTRY.

Chickens, fancy, via express, per lb.	..... @27
Young roosters, nearby @—
Fowls, fancy	..... @30
Roosters, old	..... @21
Turkeys, via freight @—
Geese	..... @28
Ducks, via freight	..... @35
Guineas, per pair	..... @75

BUTTER.

Creamery (92 score)	..... 57½ @58
Creamery, higher (scoring lots)	..... 58½ @59
Creamery, firsts	..... 55½ @57
Process, extras	..... 52 @53
Process, firsts	..... 50 @51

EGGS.

Fresh gathered, extras	..... .63 @63½
Fresh gathered, extra firsts	..... .61½ @62½
Fresh gathered, firsts	..... .60 @61
Fresh gathered, seconds	..... .57 @59
Fresh checks, good to choice	..... .49 @51

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per	ton @35.00
Bone meal, raw, per ton	..... @42.00
Dried blood, high grade	..... @ 6.00
Nitrate of soda—spot	..... @ 4.12½
Bone black, discard, sugar house del.	
New York	nom. 40.00
Ground tankage, N. Y., 9 to 12 per	cent. ammonia 6.00 and 10c.
Garbage tankage	..... @10.50
Fish scrap, dried, 11 p. e. ammonia	and 15 p. e. bone phosphate, del.
livered, Baltimore @—
Foreign fish guano, testing 13@14%	ammonia and about 10% B. Phos.
Lime @—
Wet, acidulated, 7 p. e. ammonia per	ton, f. o. b. factory (35c. per unit
available phos. acid) @—
Sulphate ammonia, for shipment, per	100 lbs., guar., 25% @ 5.00
Sulphate ammonia, per 100 lbs. spot	guar., 25% @ 5.50

